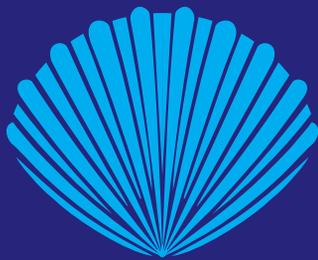
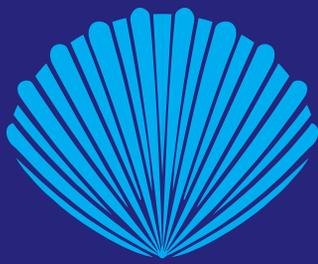


# PROPOSAL TRADING JANUARI 2026



**KAL**  
**SEAFOOD**

**PT Karya Adi Lestari (KAL)**  
**Wisata Bukit Mas**  
Block B8, No. 16  
Surabaya 60213  
Jawa Timur - Indonesia



**KAL**  
**SEAFOOD**

## COMPANY PROFILE



**PT Karya Adi Lestari (KAL)**

**Wisata Bukit Mas**

Block B8, No. 16

Surabaya 60213

Jawa Timur - Indonesia



## AN OVERVIEW / SEKILAS PROFIL PERUSAHAAN

PT KARYA ADI LESTARI is an Indonesian seafood supplier and trader company which customers satisfaction through out the world as our priorities. Indonesia is the biggest and potential marine resources in tropical area with various kinds of seafoods, so we are confident to give service with steady continuous supply.

*PT KARYA ADI LESTARI adalah perusahaan pemasok dan pedagang komoditas laut dari Indonesia yang mengutamakan kepuasan pelanggan di seluruh dunia. Indonesia memiliki sumber daya laut terbesar dan potensial di wilayah tropis dengan berbagai jenis komoditas lautnya, sehingga kami yakin dapat memberikan layanan dengan pasokan yang berkesinambungan.*

- We are committed to sustainable fishing practices and support the fishers in many regions of Indonesia to advance the production of sustainable seafood.

*Kami berkomitmen terhadap praktik penangkapan ikan yang berkelanjutan dan mendukung para nelayan di banyak daerah di Indonesia untuk memajukan produksi makanan laut yang berkelanjutan.*

- We consistently deliver products of unsurpassed quality to our customers in frozen, fresh or fillet which is predominantly freshwater and seawater fish.

*Kami secara konsisten mengirimkan produk dengan kualitas tak tertandingi kepada pelanggan kami dalam bentuk beku, segar atau fillet yang sebagian besar adalah ikan air tawar dan air laut.*



## VISION / VISI

Become a trusted and the best quality marine commodities trader and supplier company.

*Menjadi perusahaan perdagangan dan pemasok komoditas laut terpercaya dengan kualitas terbaik.*

## MISSION / MISI

- Providing customer satisfaction through the supply and service of the highest quality marine and freshwater fish commodities  
*Memberikan kepuasan pelanggan melalui pasokan dan layanan komoditas ikan laut dan ikan air tawar dengan kualitas terbaik*
- Expanding market over the world / *Memperluas pasar di seluruh dunia*
- Maintaining efficiency, effectiveness and productivity throughout the year  
*Menjaga efisiensi, efektivitas dan produktivitas sepanjang tahun*
- Developing long term mutual beneficial partnership with all stakeholders involved  
*Mengembangkan kemitraan jangka panjang yang saling menguntungkan dengan semua pemangku kepentingan yang terlibat*
- Creating local community employment opportunities and increasing foreign exchanges  
*Menciptakan lapangan kerja masyarakat lokal dan meningkatkan devisa negara*



## PARTNER FISH PROCESSING FACTORY CAPACITY DATA/ *Data Kapasitas Pabrik Pengolahan Ikan Rekanan*

### EXPORT REGISTRATION

- I. HACCP
  - Cephalopods
  - Demersal Fish
  - Pelagic Fish
- II. US-FDA REGISTRATION
- III. VIETNAM REGISTRATION
- IV. CHINA REGISTRATION
- V. KOREA REGISTRATION
- VI. CANADA REGISTRATION

### PRODUCTION CAPACITY (Minimum)

- Production Capacity = 4 MT per day
- 2 Lines Processing Room
- 2 Units ABF @ 2 MT
- 2 Units Cold Storage = 200 MT

Quality is Our Top Priority :



Registered in :



MINISTRY OF TRADE  
REPUBLIC OF INDONESIA



## OVERSEAS CLIENTS/ MARKET

PT Karya Adi Lestari (KAL) Indonesia has several times become one of the global suppliers of marine commodities to several buyers / marine commodity processing companies from Southeast Asia to the world, including the following:

*PT Karya Adi Lestari (KAL) Indonesia beberapa kali menjadi salah satu pemasok global komoditas laut ke beberapa buyers/ perusahaan pengolahan komoditas laut negara-negara asia tenggara hingga dunia, diantaranya sebagai berikut :*

- Singapore
- Vietnam
- Taiwan
- Thailand
- Malaysia
- Korea
- China
- Japan
- Australia
- Europe
- Africa & Middle East
- United State of America

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### PT Karya Adi Lestari (KAL)

#### Wisata Bukit Mas

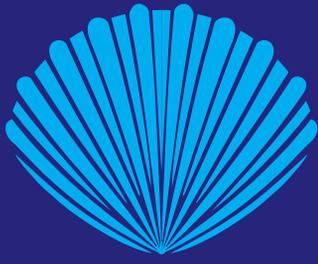
Block B8, No. 16 Surabaya  
60213 Jawa Timur

☎ +62 812 3037 449 (Vincent)

☎ +62 813 8578 7634 (Arifian)

☎ +62 812 3455 3841 (Michael)

✉ [kalmarketing@gmail.com](mailto:kalmarketing@gmail.com)



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# PRODUCT LIST





# Yellow Fin Tuna / Ikan Tuna (Thunnus Albacares)

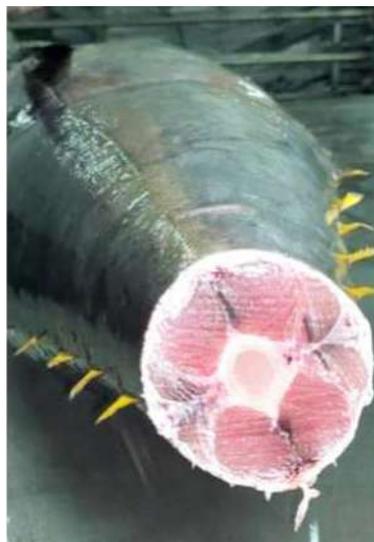
- Origin : Indonesia
- Type : Fresh / Frozen
- Style: Whole Round (WR), Whole Guttred Gilled and Scaled (WGGS), Loin, Steaks, Saku Blocks
- Available Size: 10 up kgs, 20 up kgs (WR,WGGS); as requirements (Loin, Steaks, Saku Blocks)
- Available Grade: A, B
- Processing : Non treated (natural), CO-treated
- Fishing Method: Handline, longline
- Freezing Method: Brine Freezing (Sea Frozen), Blast Freezing (Land Frozen), IQF
- Glaze: 0-30% or as requirements
- Packaging: Bulk, IVP, 10 kgs/MC





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## **Yellow Fin Tuna** (Thunnus Albacares)





# Mackerel/ Ikan Tenggiri (Scomberomorus sp)

- Origin : Indonesia
- Type : Frozen
- Style : Whole Round (WR), Steaks
- Available Size: 1/3, 3/5, 5/7, 7/10, 10 up kgs (WR); As requirements(Steaks)
- Available Grade : A (handline, longline), B (purse net)
- Freezing Method : Blast Freezing, IQF
- Glaze: 0-30% or as requirements
- Packaging: Bulk, IVP, 10 kgs/MC





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## **Mackerel** (*Scomberomorus* sp)





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# Red Snapper/ Ikan Kakap Merah (Lutjanus sp)

- Origin : Indonesia
- Type : Fresh / Frozen
- Style: Whole Round (WR), Skin On/Less Fillet
- Available Size: 100/200, 200 up gr (WR);  
250 up gr (Skin On/Less Fillet)
- Freezing Method : Blast Freezing, IQF
- Glaze: 0-30% or as requirements
- Packaging: Bulk, IVP, 10 kgs/MC





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SEAFOOD

# **Barramundi/ Ikan Kakap Putih** **(Lates carcarifer)**

- Origin : Indonesia
- Type : Frozen
- Style : Whole Round (WR),  
Natural Fillet, Skin On,  
Non CO Treated, IQF, IVP, Bulk Packed
- Available Size: 300, 400, 500 gr / up
- Freezing Method : Blast Freezing





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SEAFOOD

## **Red Mullet/ Ikan Belanak Merah** **(Mullus Surmuletus)**

- Origin : Indonesia
- Type : Fresh / Frozen
- Style: Whole Round (WR), Skin On/Less Fillet
- Available Size: 50/100, 100/200, 200 up (WR);  
250 up gr (Skin On/Less Fillet)
- Freezing Method : Blast Freezing, IQF
- Glaze: 0-30% or as requirements
- Packaging: Bulk, IVP, 10 kgs/MC





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SEAFOOD

# **Crimson Snapper/ Ikan Anggoli** (Pristipomoides Spp)

- Origin : Indonesia
- Type : Frozen
- Style : Whole-Gilled-Gutted-Scalped(WGGS),  
Protective Glazed, Bulk Packed
- Available Size: 200, 300 and 300 gr up
- Freezing Method : Blast Freezing





# Hairtail / Ikan Layur (Trichiurus Lepturus)

- Origin : Indonesia
- Type : Frozen
- Style : Whole Round (WR)
- Available Size: 100/200,  
200/300, 300/500, 500/700 gr
- Freezing Method : Blast Freezing
- Glaze: 0-30% or as requirements
- Packaging: Bulk, 10 kgs/MC





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# Milkfish/ Ikan Bandeng (Chanos chanos)

- Origin : Indonesia
- Type : Frozen
- Style : Whole Round (WR)
- Available Size: 100/150, 150/200, 200 up
- Freezing Method : Blast Freezing
- Glaze: 0-30% or as requirements
- Packaging: Bulk, 10 kgs/MC





**KAL**  
SEAFOOD

# **Grouper/ Ikan Kerapu** (*Epinephelus spp*)

- Origin : Indonesia
- Type : Frozen
- Style : Whole Round (WR),  
Natural Fillet, Skin On,  
Non CO Treated, IQF, IVP, Bulk Packed
- Available Size: 500 gr / up
- Freezing Method : Blast Freezing





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# Loligo Squid/ Cumi-Cumi (Loligo sp)

- Origin : Indonesia
- Type : Frozen
- Style: Whole, Whole Cleaned, Tube  
Skin On, Tube
- Available Size: 10/15, 15/20, 20/30 cm per piece
- Available Grade: A, AA, AAA
- Freezing Method : Block Freezing,IQF
- Glaze: 0-30% or as requirements
- Packaging : Block, vacuum-sealed bags, 10 kgs/MC





**KAL**  
SEAFOOD

## Loligo Squid (Loligo sp)





**KAL**  
SEAFOOD

# Cuttlefish/ **Sotong** (Sepia sp)

- Origin : Indonesia
- Type : Frozen
- Style: Whole, Whole Cleaned
- Available Size: 30/50, 50/100,100/200, 200/300, 300/400, 400/500, 500 up gr
- Freezing Method : Block Freezing,IQF
- Glaze: 0-30% or as requirements
- Packaging : Block, vacuum-sealed bags, 10 kgs/MC





**KAL**  
SEAFOOD

## Cuttlefish (Sepia sp)





**KAL**  
SEAFOOD

# Octopus/ Gurita (Octopus sp)

- Origin : Indonesia
- Type : Frozen
- Style : Whole, Whole Cleaned - Flower, Ball Type and Raw-Cut
- Available Size: 500/1000, 1000/2000, 2000 up gr (Octopus); as requirements (Baby Octopus)
- Freezing Method : Block Freezing, IQF
- Glaze: 0-30% or as requirements
- Packaging : Block, vacuum-sealed bags, 10 kgs/MC





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SEAFOOD

## **Octopus** (Octopus sp)





**KAL**  
SEAFOOD

# Slipper Lobster/ **Udang Kipas** (*Thenus orientalis*)

- Origin : Indonesia
- Type : Frozen
- Style: Whole Round, IQF, Bulk Packed
- Available Size: 80/100, 100/150, 150/200, 200 gr Up
- Freezing Method: Blast Freezing, IQF
- Glaze: 0-30% or as requirements
- Packaging: Packaging: Block, vacuum-sealed bags, 10 kgs/MC





**KAL**  
SEAFOOD

# **Pangasius/ Ikan Patin** **(Pangasius Hypophthalmus)**

- Origin : Indonesia
- Type: Frozen
- Style: Whole Round (WR),  
Whole Gutted and Scaled (WGS),  
Whole Gutted Gilled and  
Scaled (WGGS), Skin On/Less Fillet
- Available Size: 200 up gr
- Freezing Method: Blast Freezing (WR, WGS, WGGS);  
IQF (Skin On/Less Fillet), Glaze: 0-30% or as requirements
- Packaging: Bulk, IVP, 10 kgs/MC





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## **Pangasius** (Pangasius Hypophthalmus)





# Processing Details

## ● Source

- Wild-caught
- Farm-raised

## ● CO Treatment

- Non CO-treated

## ● Chemical Treatment

- STPP  
(Sodium Tripoliphosphate) free
- Light STPP
- EU standard STPP

## ● Glazing

- As requested

## ● Freezing Method

- Frozen on board
- Block Frozen
- IQF (Individually Quick Frozen)

## ● Packaging

- Block in 5 or 10 kgs
- Sealed/vacuum plastic bag as requested weight
- IWP (Individually Wrapped Pack)
- IVP (Individually Vacuum Packed)



# Terms of Offer

- **Quote Currency**

US Dollars (all prices are exclusive of any applicable local taxes)

- **Payment Terms**

- T/T 50% in advance and 50% against the copy of original shipping documents
- Irrevocable LC at Sight / Cash against the copy of original shipping documents

- **Delivery Terms**

Applicable International Chamber of Commerce Incoterms® 2020 - FOB, CFR, CIF

- **Origin**

Indonesia

- **Port of Loading**

Tanjung Priok, Jakarta, Tanjung Perak, East Java  
Tanjung Emas, Semarang Middle Java  
Tanjung Perak, Surabaya East Java  
Makassar, South Sulawesi or Benoa, Bali

- **Language Spoken**

English and Arabic



## **F.A.Q** (Frequently Asked Questions)

- **What is the minimum order quantity?**

Our MOQ is 500 kgs by air and 1 x 20ft FCL by sea.

- **How long does it take to complete the production?**

Our lead time is 15-45 days after receiving advance payment or L/C.

- **What is the temperature in the cold storage?**

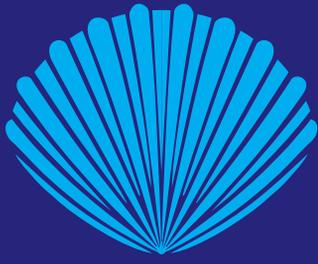
The temperature is under -18°C.

- **Do you make inspections before shipment?**

Yes, we have our QC team doing inspections during production and while loading by independent surveyor.

- **What are the shipping documents that can be provided?**

The shipping documents are Commercial Invoice, Packing List, Certificate of Origin, Health Certificate, Bill of Loading (B/L), other documents as per customer's need



**KAL**  
**SEAFOOD**

**ATTACHMENT**



## Photos Gallery *Galeri Foto*

Survey Supplier :

Sulawesi : Makassar, Manado & Bitung



**Photos Gallery**  
*Galeri Foto*

Survey Supplier :

TPI Brondong Lamongan



# Photos Gallery

## Galeri Foto

Supplier Udang Black Tiger Kalimantan



**Photos Gallery**  
*Galeri Foto*

Proses Ekspor di Rembang - Pati - Juana



# Photos Gallery

## Galeri Foto

### Proses Ekspor di Rembang - Pati - Juana



Photos Gallery  
*Galeri Foto*

Proses Ekspor di Rembang - Pati - Juana

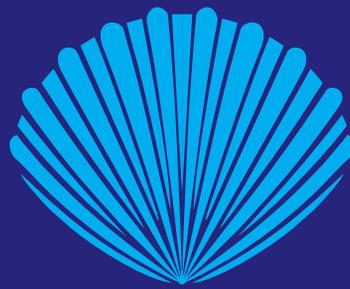


# Photos Gallery

## Galeri Foto

Proses Ekspor di Rembang - Pati - Juana





**KAL**

**SEAFOOD**

