



What Is Agarwood?

A rare, aromatic resinous wood valued across global markets

Agarwood is a highly valuable resinous heartwood formed when *Aquilaria* and *Gyrinops* trees respond to natural or induced stress. Over time, the tree produces dark, fragrant resin that saturates the heartwood, creating agarwood—nature's most prized treasure.



Premium
resinous wood
with complex
aroma



Created through
a natural
resin-forming
process



Used in luxury
fragrance,
wellness, and
ceremonial
markets

NATURE'S
RAREST
TREASURE

1

Healthy
Aquilaria/*Gyrinops*
tree



2

Stress response
(natural or induced)



3

Resin formation
creates agarwood





How Agarwood Is Used

A prized material across fragrance, wellness, and cultural markets

Agarwood is valued for its rich aroma, natural rarity, and remarkable versatility. It is used in premium fragrance creation, incense and ceremonial applications, wellness traditions, and select specialty markets worldwide.



Perfumery & Fragrance

Agarwood's deep, complex aroma is a cornerstone in high-end perfumes and luxury oud blends.



Incense & Ritual

Burned in temples, homes, and ceremonies for spiritual practices and cultural traditions.



Wellness & Heritage

Used in traditional practices for relaxation, meditation, and holistic well-being across generations.



Collectors & Specialty Buyers

Sought after by collectors, connoisseurs, and niche markets for its rarity and distinguished value.



A trusted source matters when quality, consistency, and long-term access are important.





Why Soul Tala Farms

Quality stewardship, trusted partnerships, and supply integrity

At Soul Tala Farms, we take pride in the trees we cultivate and the mature-tree partners we align with. Our approach is built around quality, stewardship, responsible sourcing, and dependable relationships with buyers worldwide.



Managed Cultivation

Carefully managed cultivation practices that support healthy trees and consistent agarwood quality.



Mature Tree Partnerships

Strategic alliances with mature-tree partners ensuring access to premium natural agarwood.



Supply Integrity

Transparent sourcing, traceable supply chains, and strict quality control at every step.



Relationship-Driven Growth

Long-term partnerships built on trust, collaboration, and shared sustainable growth.



We are building a supply platform rooted in stewardship, trust, and long-term value creation.





The Value of a Long-Term Supply Agreement

A dependable source relationship creates mutual advantage

For serious buyers, long-term alignment can be more advantageous than opportunistic spot purchasing. It supports continuity, preferred access, confident planning, and a trusted source relationship that strengthens over time.



Steady Supply Access

Reliable availability reduces disruptions and supports uninterrupted operations.



Priority Relationship

Long-term partners receive priority consideration and preferred access.



Quality Consistency

Consistent grade, resin profile, and origin standards you can depend on.



Forward Planning

Greater confidence to plan purchases, forecast demand, and manage inventory.



Long-term agreements help transform premium supply into a more dependable commercial relationship.



Understanding Agarwood Grading & Pricing

Global grading varies by market, seller, and intended use

Agarwood is graded differently across regions and vendors. While there is no universal standard, common grading approaches may consider resin saturation, sinking tendency, size, end-use, aroma, and appearance.

COMMON GLOBAL GRADING APPROACHES



Alphabetic
Grades by letter or rank



Water / Sinking
Evaluates sinking behavior in water



Resin Saturation
Assesses resin content and density



Size
Considers chip or piece dimensions



Purpose / End-Use
Aligned to intended use and application



Because grading varies across markets, trusted sourcing and direct product evaluation matter.

SOUL TALA FARMS COMMERCIAL QUALITY LADDER

1



Superior
Baseline premium quality

2



Reserve
Higher-value selection

3



Heritage
Select premium quality

4



Imperial
Highest-tier allocation

QUALITY
DEFINES
VALUE

Starting Price: ₱75,000 per kg / approx. US\$1,250 per kg

Pricing increases based on quality, including resin character, aroma profile, density, wood structure, and buyer allocation requirements.

SOURCE: VERIFIED LOCALLY SOURCED AGARWOOD





Commercial Supply Snapshot

Concrete buying terms, buyer evaluation, and supply planning

Verified local sourcing, commercial terms, and buyer evaluation before allocation.

Source is verified locally sourced agarwood from the Philippines. Soul Tala Farms will entertain qualified offers; however, the preferred commercial minimum order quantity is structured to support serious procurement planning, efficient documentation, and controlled batch allocation.

**Verified local
source**

**Preferred MOQ: 100
kg**

**All qualified offers
reviewed**

Quality Tier	Commercial Position	Availability / Allocation
Superior	Baseline premium quality	Quoted from ₱75,000/kg
Reserve	Higher-value selection	Quoted by batch review
Heritage	Select premium quality	Limited allocation
Imperial	Highest-tier allocation	Priority buyer allocation

Annual capacity and grade quantities are confirmed buyer-by-buyer after verified local source inventory, harvest schedule, grade mix, and documentation requirements are validated.



Product visuals shown are intended to support buyer screening; final grade and allocation are confirmed after batch inspection and sample review.



Sample & Buyer Evaluation Process

Structured review before volume allocation

Serious buyers should evaluate product before volume commitment. Soul Tala Farms can support a controlled sample workflow so grade, aroma, moisture condition, and intended use are aligned before commercial allocation.

1

Source & Buyer Specification

Source is verified locally sourced agarwood. Buyer confirms intended use, preferred aroma profile, grade target, destination, and required documentation.

2

Sample Request

Sample size and availability are confirmed according to current batch inventory and quality tier.

3

Product Evaluation

Buyer evaluates aroma, resin character, moisture condition, size, and suitability for incense, fragrance, or distillation.

4

Commercial Allocation

Upon acceptance, volume, grade mix, schedule, packaging, and pricing are finalized.

Preferred MOQ: 100 kg for commercial orders



Sample availability, cost, courier handling, and export/import documentation are confirmed before dispatch.



Contact Soul Tala Farms

Premium agarwood supply inquiries, samples, and buyer allocation

For commercial inquiries, sample requests, quality review, and long-term supply discussions, please contact:



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Buyer Next Steps

1. Request sample review
2. Confirm preferred quality tier and target aroma profile
3. Discuss volume allocation and supply schedule
4. Structure commercial order or long-term supply agreement

Preferred MOQ: 100 kg

Verified locally sourced agarwood



Actual product photos may be provided for sample review and buyer due diligence.