प्रारंभ

PRARAMBH

An Export Import Trade Magazine

Dehydrated Onions and Onion Powder



An Initiative by iiiEM

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Forward

As Prarambh completes three successful years, we take pride in its journey as a trusted knowledge partner for exporters, importers, and trade professionals. Over time, the magazine has evolved into a valuable platform delivering actionable product and market intelligence, practical trade knowledge, and insightful question-and-answer guidance to address real-world challenges in international business.

In today's dynamic global trade environment, access to the right information at the right time is critical. Prarambh continues to bridge this gap by simplifying complex trade concepts and empowering readers with clarity, confidence, and direction.

We remain committed to strengthening this knowledge ecosystem and supporting the growth of India's export community. Thank you for being a part of this journey.

Best Wishes
Team Prarambh



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From the Desk of the CMD

The India – USA Free Trade Agreement Discussions and Negotiations.



Dipak Sudhir Manohar
(Founder & Director - iiiEM)

The much discussed India–United States Trade Agreement between India and the United States was negotiated between April 2025 and February 2026. The discussions attracted global attention because the United States is India's largest trading partner and one of the most important markets for Indian exporters.

Why the United States is Important for Indian Exporters

- The United States is India's largest export destination for goods and services.
- Key sectors such as pharmaceuticals, engineering goods, textiles, gems & jewellery, and IT services depend heavily on the U.S. market.
- Exporters benefit from high purchasing power and premium pricing in the American market.
- A large Indian diaspora and business community helps promote Indian products.
- Strong trade ties with the U.S. enhance India's position in global supply chains.

Key Red Flags Raised by India During Negotiations

- Protection of agriculture and dairy sectors from subsidized imports.
- Safeguarding the generic pharmaceutical industry from stricter intellectual property rules.
- Concerns over digital trade policies and data regulations.
- Ensuring that small and medium exporters in India remain competitive.

Final Outcome of the Trade Arrangement

• A uniform import tariff of 10% has been implemented by the United States on all imported products. (check with the HS code of your product in the indiantradeportal.in for confirmation)

• Indian exporters will continue to access the large U.S. market but must factor the 10% import duty into pricing and competitiveness.

For Indian exporters, the key challenge ahead will be maintaining competitiveness in the U.S. market while adapting to the new tariff environment.

Below we give a chart with the timeline of this long awaited Trade Deal.



Dipak Sudhir Manohar



10 months of US tariffs: From 'Liberation Day' to Legal Reset

PHASE 1: IMPOSITIONS & BATTLES
(April - Mid 2025)

April 2025 — Liberation Day
Trump imposes 26% tariff on Indian goods & 10% baseline global tariff.
Markets wobble; trading partners scramble.

April 2025 — Pause
Country-specific tariffs paused 90 days;
10% baseline remains.
India begins talks with US officials.

May 2025 — Legal Battles & Warnings
Federal court temporarily reinstates tariffs.
Trump warns Apple: 25% tariff if iPhones made abroad.

Mid-2025 — Escalation
February: 25% on Mexico/Canada; 10% on China; 25% steel/aluminum.
March: 25% on cars & light trucks.
June: Metals duties doubled to 50%.
July: 10–50% tariffs on 69 partners; China peaks at 145%.

PHASE 2: DEALS & LEGAL RESET
(Feb 2026 - Immediate)

India-US Trade Deal (Feb 2026)
Tariffs on Indian goods reduced from 25% → 18%.
Represents a key diplomatic and economic win amid global tensions.

Other Trade Deals
Japan & EU: 15% tariff arrangements.
UK: Retains 10% baseline with limited car relief.

Feb 2026 — Supreme Court Verdict
IEEPA cannot justify sweeping tariffs (6–3 ruling).
Court does not ban tariffs entirely.

Immediate Pivot
Trump shifts legal basis: 10% global tariff under Trade Act Section 122.
Effective from February 24.

Courtesy: TOI

Product – Dehydrated Onions and Onion Powder

Onions are among the most widely consumed vegetables in the world. However, fresh onions are highly perishable and bulky to transport. To overcome these limitations, onions are processed into **dehydrated forms such as flakes, granules, minced onions, and onion powder.**

Dehydrated onions are produced by removing moisture from fresh onions through processes such as hot air drying, vacuum drying, freeze drying, or spray drying. This process retains the onion's flavor, aroma, and nutritional value while significantly increasing shelf life.

Onion powder is the finely ground form of dehydrated onions and is widely used as a flavoring agent in food processing industries.
These products have become essential ingredients in the global food industry because they offer:

- Longer shelf life
- Easy storage and transportation
- Consistent flavor profile
- Reduced wastage
- Convenience for food processing

As global food supply chains expand and processed food consumption increases, the demand for dehydrated onion products continues to grow rapidly.

Export Information for Dehydrated Onion and Powder	
Information	Details
H.S Code	07122000
Trade Policy	Export Permitted Freely
RCMC	www.apeda.gov.in
	(mandatory)
Government Benefits	Duty Drawback (from 0.15% onwards)
	Interest Subvention (from 0 to 2.75%)
	RoDTEP (from 2.3% to 5.9%)
GST (paid to Supplier)	nil
* Check details from www.commerce.gov.in I www.indiantradeportal.in	



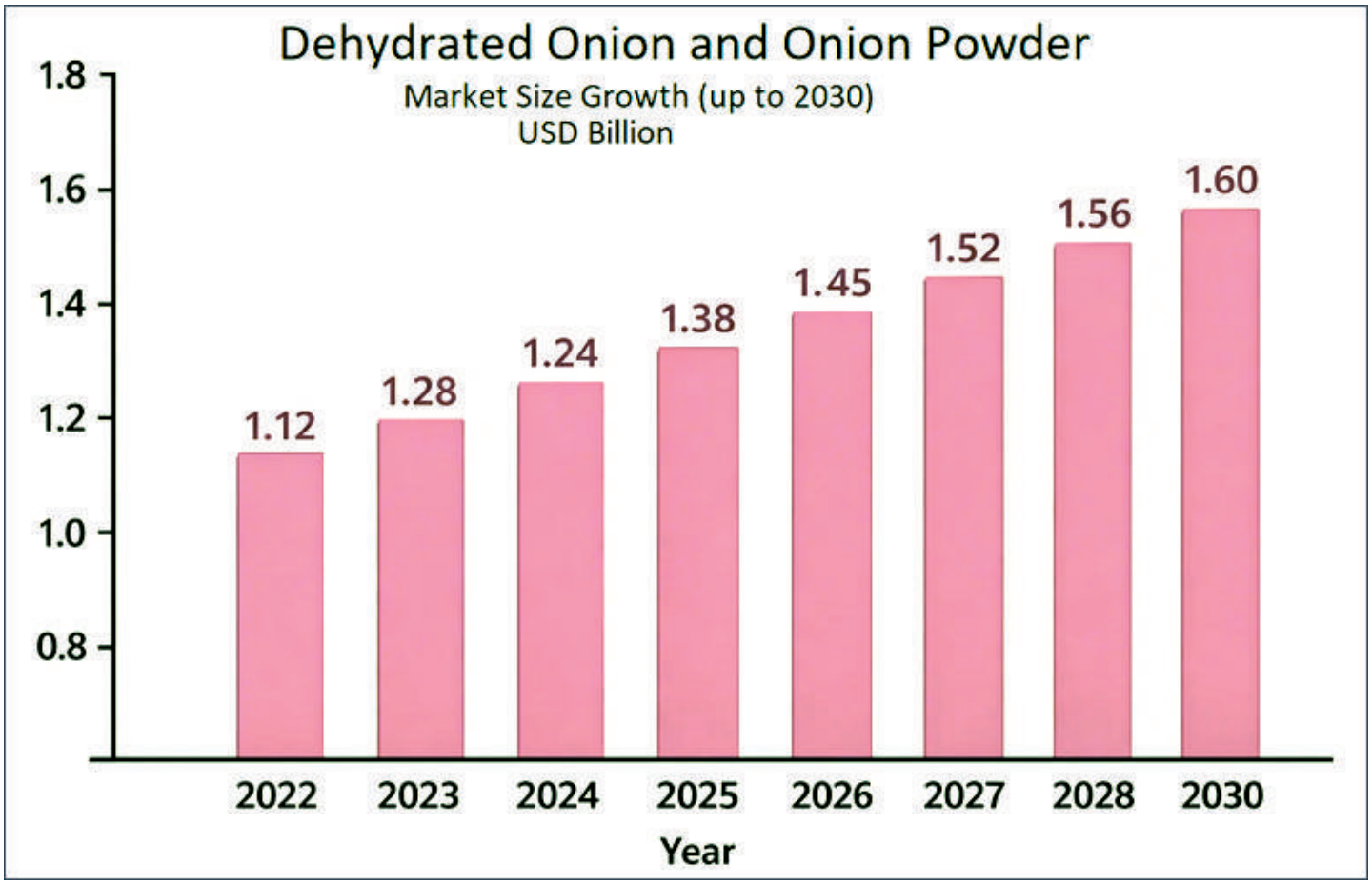
Global Demand, Market Size, and Growth

The global market for dehydrated onions has been expanding steadily due to the rapid growth of processed foods, ready meals, and snack industries.

The industry is expected to grow at a **CAGR of around 5–7% globally.**

Key Drivers of Demand

1. Growth of processed and convenience foods
2. Expansion of fast food and QSR chains
3. Longer shelf life compared to fresh onions
4. Demand for consistent flavor ingredients in food manufacturing
5. Growth of global spice and seasoning industries



Because of these benefits, dehydrated onions are widely used by **global food manufacturers and restaurant chains.**

Advantages of Dehydrated Onions and Onion Powder	
Advantage	Explanation
Long shelf life	Can be stored for 12–24 months
Easy transportation	Reduced weight and volume
Convenience	Ready-to-use ingredient
Less storage space	Compared to fresh onions
Reduced wastage	No spoilage during transport
Uniform taste	Consistent flavor in food processing
Cost-effective	Lower logistics costs

Sourcing Guide – Indian States

India has a strong cluster of dehydrated onion processing units.

Bhavnagar District (where Mahuva is located) **is known for** dehydrated onion processing and exports, **but it is** not formally listed as an ODOP product in the national ODOP program.

Mahuva is widely recognized as India's largest onion dehydration hub, **with over** 120 dehydration plants producing flakes, granules, and onion powder for export markets.

Because of this concentration of processing units and exports, Mahuva is often called: **"The Dehydrated Onion Capital of India."**

Sourcing Onion Flakes and Powder	
State	Key Districts / Cities
Gujarat	Mahuva, Bhavnagar, Rajkot
Maharashtra	Nashik, Pune
Madhya Pradesh	Indore, Mandsaur
Rajasthan	Kota, Jodhpur
Uttar Pradesh	Kanpur, Agra



Importing Countries

India exports **dehydrated onions (flakes, granules, minced, powder)** to a large number of countries because they are widely used in processed foods, seasoning blends, instant foods, and ready-to-eat meals. Indian dehydrated onion products are exported to **over 80 countries globally**, with strong demand in Asia, Europe, North America, and the Middle East.

Below is a **useful list of countries importing Dehydrated Onion and Onion Powder from India.**

Countries that Import from India	
Region	Countries
South Asia	Bangladesh, Sri Lanka, Nepal, Pakistan
Southeast Asia	Malaysia, Indonesia, Thailand, Vietnam, Philippines, Singapore
Middle East / Gulf	United Arab Emirates, Saudi Arabia, Oman, Qatar, Kuwait, Bahrain, Jordan
Europe	Germany, Netherlands, United Kingdom, France, Italy, Spain, Poland, Belgium, Russia, Ukraine
North America	United States, Canada, Mexico
Latin America	Brazil, Chile, Argentina
Africa	South Africa, Egypt, Morocco, Kenya
East Asia	Japan, South Korea, Taiwan

India exports dehydrated onion products such as **onion flakes, granules, minced onion, and onion powder** to more than **80 countries worldwide,** primarily supplying the **food processing, seasoning, and ready-to-eat food industries**

Country & Industries to which India Exports (based on Volume exported, 2024)		
Country / Market	Form Used (Flakes / Granules / Powder)	Industry / Application
Bangladesh	Onion flakes, granules	Processed foods, spice mixes, packaged foods
Malaysia	Onion powder, granules	Instant noodles, sauces, seasoning blends
United States	Onion powder, granules	Snack foods, seasoning industry, sauces
Sri Lanka	Onion flakes, powder	Ready-to-cook foods, spice blends
Germany	Onion powder, granules	Processed meat industry, soups, sauces
Netherlands	Onion granules, flakes	Food processing, seasoning blends
United Kingdom	Onion powder	Ready meals, snack seasonings
Japan	Onion powder	Instant noodles, food processing
United Arab Emirates	Onion flakes, granules	Spice blends, rice dishes, catering industry
Brazil	Onion flakes	Processed foods, sauces
Canada	Onion powder	Frozen foods, soups, sauces
Thailand	Onion granules	Snack foods, seasoning industry
Indonesia	Onion powder	Instant noodles, packaged foods
Saudi Arabia	Onion flakes	Spice mixes, ready meals
South Korea	Onion powder, flakes	Frozen foods, snack seasoning

Quality Parameters (General)

General Quality Parameters for Onion Powder & Flakes		
Quality Parameter	Typical Requirement / Standard	Importance
Moisture Content	Maximum 4–6%	Prevents microbial growth and increases shelf life
Color	White to light cream	Indicates proper dehydration and quality
Flavor & Aroma	Strong characteristic onion flavor	Essential for food processing and seasoning
Particle Size	As per specification (flakes, granules, powder)	Required by food manufacturers for consistency
Purity	99% or higher	Ensures product is free from foreign matter
Foreign Matter	Nil or <0.5%	Ensures cleanliness and safety
Bulk Density	350–600 g/l depending on form	Important for packaging and industrial usage
Water Activity (Aw)	Below 0.6	Prevents microbial growth
Rehydration Ratio	High rehydration capacity	Indicates good processing quality
Sulphur Content	Within permitted limits	Important for taste and regulatory compliance

It is advised to get the below:

1. FSSAI registration
2. NABL Lab Certification
3. Phytosanitary Certificate
4. Health Inspection
5. Labeling – as per the importing country norms
   a. Expiry date
   b. Nutrients

Quality Compliances and Certificates

Mandatory Registrations in India

- FSSAI License
- IEC (Import Export Code)
- APEDA Registration - RCMC
- Agricultural Export certifications (depending on buyer requirements)
- NPOP – For Organic Products

Quality Compliances and Certificates			
Country / Region	Mandatory Quality Requirements	Country Specific Certifications	Common International Certificates
USA	Low microbial count, pesticide limits	FDA Registration	HACCP, ISO 22000
European Union	Strict pesticide residue limits	EU Food Safety Compliance	BRC, IFS
United Kingdom	Food safety compliance	UK Food Standards	BRC
Japan	Microbial limits, traceability	Japanese Food Sanitation Law	ISO 22000
Middle East (GCC)	Halal compliance	Halal Certification	HACCP
Other Global buyers	Food safety systems	—	FSSC 22000, Kosher

Packaging Standards

Packaging Norms (confirm with the buyer)			
Country / Region	Common Packing	Weight Units	Packaging Material
USA	Multi-layer bags in cartons	20–25 kg	Food-grade PE bags
European Union	Vacuum packs / nitrogen flushed	10–25 kg	Aluminum laminated bags
UK	Carton packs	15–25 kg	Poly-lined cartons
Japan	Nitrogen flushed pouches	10–20 kg	High barrier packaging
Middle East	Bulk bags	20–25 kg	HDPE laminated bags
Southeast Asia	Bulk cartons	20–25 kg	Moisture-proof bags



Country - Democratic Socialist Republic of Sri Lanka

Sri Lanka (earlier known as Ceylon), is an island country in South Asia.

It is located in the Indian Ocean, southwest of the Bay of Bengal, and is separated from India by the Gulf of Mannar and the Palk Strait.

Sri Lanka shares a maritime border with the Maldives to the southwest and India to the northwest, and lies across the Bay of Bengal from Bangladesh and Myanmar to the northeast and the Andaman and Nicobar Islands of India to the east.

Sri Lanka is a member of several international organizations—including SAARC, the G77, the Non-Aligned Movement and the Commonwealth of Nations.

Sri Lanka	
Basic Information	Details
Language	Sinhala - Tamil
Capital City	Sri Jayawardenepura Kotte (Legislative Capital)
	Colombo (Executive & Judicial Capital)
Currency	Sri Lankan Rupee (LKR)
	1 LKR = 3.37 INR
	1 $ = 311.74 LKR
Major Cities	Colombo, Kaduwela, Dehiwala Mt. Lavinia, Moratuva, Maharagama
Time	Sri Lankan Standard Time Since 2026 they match IST (time)
Day Light Saving	No
Time Zones	No
Income Group	Lower Middle Income Country
Indian Population	1,607,500 (1.6 million approx)

India Sri Lanka Map

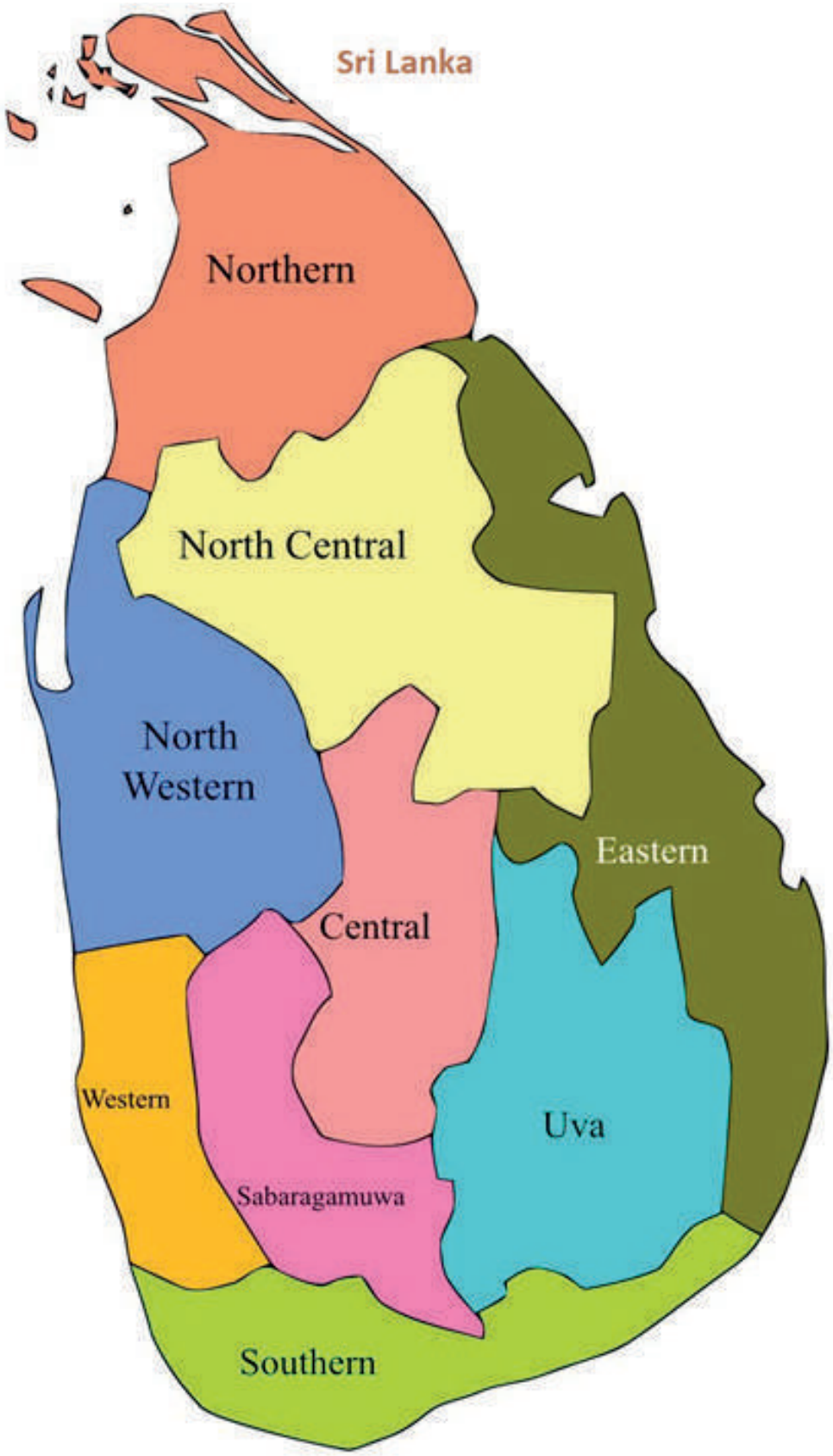




Bilateral Trade between India and Sri Lanka – 2024-25

- India's exports to Sri Lanka were approximately USD 4.32 billion.
- Sri Lanka's exports to India in were approximately USD 1.07 billion.
- India remain Trade Surplus with Sri Lanka

India -Sri Lanka Bilateral Trade	
India Exports to Sri Lanka	Sri Lanka Exports to India
Refined Petroleum	Pepper
Packaged Medicaments	Animal Food
Raw Sugar	Flavoured Water
Knitted & Crocheted Fabrics	Rubber Apparel
Passenger & Cargo Ships	Spacecrafts, helicopters etc.
Pure Woven Cotton	Vegetable Oils
Rice	Raw Lead
Onions	Recovered Paper
Carbon	Coconuts, Brazil Nuts, Cashew
Ceramics	Knitted Apparels


Sri Lanka
Northern
North Central
North
Western
Eastern
Central
Western
Uva
Sabaragamuwa
Southern

India – Sri Lanka Free Trade Agreement (ISFTA)

The India–Sri Lanka Free Trade Agreement (ISLFTA), signed in 1998 and operational since 2000, was India's first bilateral Free Trade Agreement in South Asia. It significantly boosted trade between India and Sri Lanka by reducing or eliminating tariffs on many products.

The ISFTA ia in practice in currently.

Under this FTA, Indian Exporters can export:

India - Sri Lanka Trade Agreement (near zero or zero tariff industries / products)		
Exporting Country	Industry	Major Products with Zero / Preferential Tariff Access
India → Sri Lanka	Automobile Industry	Motorcycles, auto components, tyres
India → Sri Lanka	Pharmaceutical Industry	Generic medicines, pharmaceutical formulations
India → Sri Lanka	Iron & Steel	Steel bars, rods, sheets, construction steel
India → Sri Lanka	Chemicals	Organic chemicals, industrial chemicals
India → Sri Lanka	Plastics Industry	Plastic raw materials, plastic packaging
India → Sri Lanka	Agriculture	Onions, potatoes, sugar, cereals
India → Sri Lanka	Textile Raw Materials	Cotton yarn, synthetic fibres
India → Sri Lanka	Machinery	Industrial machinery and equipment
Sri Lanka → India	Plantation Products	Pepper, cinnamon, cloves
Sri Lanka → India	Tea Industry	Ceylon tea (within tariff quota)
Sri Lanka → India	Coconut Industry	Coconut oil, desiccated coconut, coir products
Sri Lanka → India	Rubber Industry	Rubber gloves, rubber sheets, tyres
Sri Lanka → India	Apparel Industry	Garments and clothing (within quota limits)
Sri Lanka → India	Fisheries	Processed fish and seafood products
Sri Lanka → India	Ceramic & Industrial Products	Ceramic tiles, porcelain products

Certificates and Registrations Required for Exporting to Sri Lanka

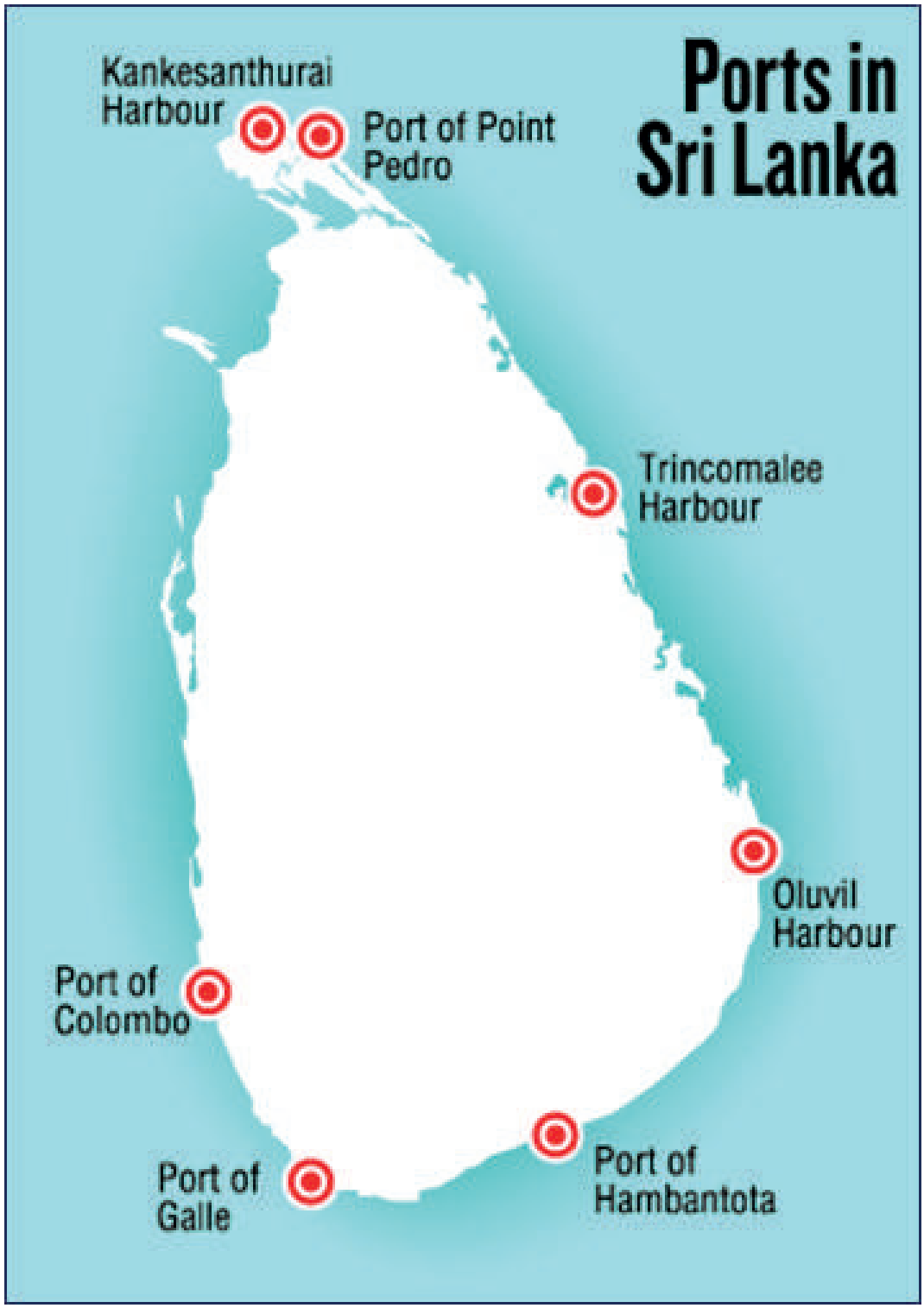
Sri Lanka's standards and conformity checks are mainly administered by the Sri Lanka Standards Institution, which verifies whether imported goods meet Sri Lankan standards and may require product certificates or inspection reports before customs clearance.

Quality Certificates and Registrations Required			
Industry	Certificate / Quality Compliance Required in Sri Lanka	Issuing Authority in India	Mandatory for (India / Sri Lanka)
Agriculture (spices, fruits, vegetables, grains)	Phytosanitary Certificate	Directorate of Plant Protection, Quarantine & Storage	Mandatory for Sri Lanka
Agriculture (processed foods, spices, tea, food products)	Health Certificate / Food Safety Certificate	Export Inspection Council of India / Food Safety and Standards Authority of India	Mandatory for Sri Lanka
Agriculture commodities (quality graded products)	AGMARK Certificate	Directorate of Marketing and Inspection	Mandatory / Preferred in Sri Lanka
Fisheries / seafood	Health Certificate for Fishery Products	Marine Products Export Development Authority	Mandatory for Sri Lanka
Plastics & polymer products	Test Certificate / Quality Certificate as per Sri Lankan Standards	Bureau of Indian Standards accredited labs	Mandatory for Sri Lanka (for regulated items)
Ceramics & building materials	Quality Test Certificate / ISO 9001 compliance	Bureau of Indian Standards or NABL accredited labs	Mandatory for Sri Lanka (certain items)
Textile & garments	Certificate of Origin / Textile Quality Certificate	Textiles Committee India or DGFT-approved agencies	Mandatory for Sri Lanka (especially under FTA)
Gems & Jewellery	Hallmark Certificate (purity certification)	Bureau of Indian Standards	Mandatory for India / Preferred in Sri Lanka
Pharmaceuticals	Drug Registration Certificate	Central Drugs Standard Control Organization	Mandatory for Sri Lanka
Machinery & industrial equipment	Pre-Shipment Inspection Certificate	Export Inspection Council of India / accredited inspection agencies	Mandatory for Sri Lanka
Chemicals	Safety Data Sheet (SDS) / Chemical Analysis Report	NABL accredited laboratories in India	Mandatory for Sri Lanka
Leather products	Quality Inspection Certificate	Export Inspection Council of India / Council for Leather Exports	Mandatory for Sri Lanka
All industries (for FTA tariff benefits)	Certificate of Origin under FTA	DGFT authorised agencies (EIC, Chambers of Commerce)	Mandatory for Sri Lanka

Useful website for Buyer Finding in Sri Lanka

For Business in Sri Lanka	Websites
Organization / Association in Sri Lanka	Website
Ceylon Chamber of Commerce	https://www.chamber.lk
National Chamber of Commerce of Sri Lanka	https://www.nationalchamber.lk
Federation of Chambers of Commerce & Industry of Sri Lanka	https://www.fccisl.lk
National Chamber of Exporters of Sri Lanka	https://www.nce.lk
Chamber of Young Lankan Entrepreneurs (COYLE)	https://coyle.lk
Ceylon National Chamber of Industries	https://cnci.lk
Sri Lanka Shippers' Council	https://www.shipperscouncil.lk
Exporters' Association of Sri Lanka	https://www.exporterssrilanka.net
Joint Apparel Association Forum Sri Lanka	https://www.srilankaapparel.com
Sri Lanka Apparel Exporters Association	https://www.srilanka-apparel.com
Sri Lanka Freight Forwarders Association	https://www.slffa.com
Sri Lanka Logistics & Freight Forwarders Association	https://www.slffa.com
Colombo Rubber Traders' Association	https://www.crtasl.org
Lanka Fruit & Vegetable Producers, Processors & Exporters	http://www.lankafruit.org
Colombo Tea Traders' Association	https://ctta.lk
The Spice Council of Sri Lanka	https://srilankanspices.com

Major Sea Ports In Sri Lanka



Top Exporting States of India

Products and Sourcing Guide – Series 5

For Sourcing from

1. Gujarat, Maharashtra and Tamil Nadu - Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-August-2025.pdf

2. Karnataka, Andhra Pradesh and Uttar Pradesh - Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-Sep-2025.pdf

3. Haryana, Telangana and West Bengal – Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-Oct-2025.pdf

4. Odissa, Madhya Pradesh and Rajasthan – Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-November-2025.pdf

5. Kerala, Delhi and Punjab – Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-December-2025.pdf

Goa, Chhattisgarh and Bihar States of India

Goa, Chhattisgarh, and Bihar represent three diverse economic regions of India—coastal, mineral-rich, and agrarian respectively—each contributing uniquely to the country's export landscape.

Goa, with its strategic coastline and port infrastructure, is known for exports of **cashew nuts, marine products, iron ore, spices, and beverages like Feni.**

Chhattisgarh, a landlocked but resource-rich state, plays a key role in exporting **steel, aluminum, minerals, forest produce, and tribal handicrafts.**

Bihar, driven by its fertile agriculture and traditional industries, contributes through exports of **litchi, makhana (foxnuts), mangoes, silk textiles, and Madhubani paintings.**

Together, these states highlight India's strength in **diverse export sectors—ranging from agriculture and natural resources to handicrafts and processed goods,** supporting both domestic growth and global trade.

1. Goa

Goa is one of India's smallest yet economically significant coastal states, located on the western coast along the Arabian Sea. Known globally for its tourism appeal, Goa has a well-diversified economy supported by **tourism, mining, fisheries, and agriculture.**

From an economic perspective, Goa plays a strategic role due to its strong **maritime infrastructure,** especially the presence of Mormugao Port, one of India's key ports for handling bulk cargo such as iron ore and other minerals. Historically, Goa has been a major exporter of iron ore, contributing to India's mineral exports.

In addition to mining, the state is a leading producer and exporter of **cashew nuts, marine products, coconut-based products, and spices,** making it an important player in India's agri and food export sector. The tourism industry also significantly contributes to foreign exchange earnings, attracting international visitors and boosting service exports.

Overall, Goa's importance in the Indian economy lies in its **port-led trade, export-oriented agro-processing industries, and strong tourism-driven service sector,** making it a vital contributor despite its small geographical size.


Maharashtra
Karnataka
Pernem
Pernem
Bardez
Mapusa
Bicholim
Bicholim
Sattari
Sattari
North Goa
Panjim
Tiswadi
Vasco da Gama
Mormugao
Ponda
Ponda
Dharbandora
Dharbandora
São Jorge Island
Margaon
Salcette
Sanguem
Quepem
Sanguem
Arabian Sea
South Goa
Quepem
Chaudi
Canacona
Goa
Anjadip Island

2. Chhattisgarh

Chhattisgarh is a mineral-rich, landlocked state located in central India, formed in the year 2000. It is widely regarded as one of the country's most resource-abundant regions, playing a crucial role in India's industrial and energy sectors.

Economically, Chhattisgarh is known as the **"Power Hub of India"** due to its significant contribution to electricity generation, supported by vast reserves of coal. The state holds a prominent position in core industries such as steel, **cement, and aluminum**, driven by the availability of key minerals like iron ore, coal, and bauxite. Major industrial clusters in cities like Raipur, Bhilai, and Korba strengthen its contribution to India's manufacturing output.

Chhattisgarh also has a strong base in **agriculture and forest produce**, with rice being the primary crop, earning it the title of the **"Rice Bowl of India."** Additionally, the state is emerging as an exporter of **minor forest produce, herbal products, and tribal handicrafts,** including the famous Bastar metal crafts.

Overall, the importance of Chhattisgarh in the Indian economy lies in its **mineral wealth, energy production, and growing industrial base,** making it a backbone for infrastructure development and industrial growth in the country.


Koriya
Surajpur
Balrampur
Bilaspur
Surguja
Jashpur
Mungeli
Korba
Kabeerdham
Raigarh
Janjgir-C.
Bemetara
Baloda Bazar
Durg
Raipur
Mahasamund
Rajnandgaon
Balod
Dhamtari
Gariaban
Chhattisgarh
Uttar Bastar Kanker
Kondagaon
Narayanpur
Bastar
Bijapur
Dantew.
Sukma

3. Bihar

Bihar is an agrarian and historically significant state located in eastern India, known for its fertile plains nourished by the Ganges river system. With a large population and a strong agricultural base, Bihar plays an important role in India's rural economy and food production.

Economically, Bihar is a major producer of crops such as rice, wheat, maize, and pulses, along with high-value horticultural products like litchi, makhana (foxnuts), and mangoes. The state has gained recognition for premium agricultural exports, especially the Shahi Litchi and Makhana, which have strong demand in international markets.

In addition to agriculture, Bihar has a rich tradition of **handicrafts and textiles**, including Madhubani Painting and Bhagalpuri silk, contributing to both domestic and export markets. The state is also gradually developing its infrastructure with projects like inland container depots and improved connectivity, enhancing its export potential.

Overall, Bihar's importance in the Indian economy lies in its **agricultural strength, emerging agro-based exports, and traditional artisan industries**, making it a key contributor to India's food security and rural economic development.


Bihar
Pashchim Champaran
Sitamarhi
Purba Champaran
Sheohar
Gopalganj
Madhubani
Supaul
Araria
Kishanganj
Siwan
Muzaffarpur
Darbhanga
Saran
Vaishali
Samastipur
Saharsa
Madhepura
Purnia
Bhojpur
Buxar
Patna
Khagaria
Katihar
Begusarai
Nalanda
Munger
Bhagalpur
Arwal
Jeha.
Shei.
Lakhisarai
Rohtas
Kaimur
Aurangabad
Nawada
Jamui
Banka
Gaya

Sourcing Guide for Goa, Chhattisgarh and Bihar				
State	District / City / Town	Major Export Products	ODOP Product	GI Tagged Products
Goa	North Goa	Cashew nuts, spices, processed foods	Jackfruit	Feni, Khola Chilli
	South Goa	Coconut products, coir, seafood	Coconut Products	Feni
	Panaji / Vasco	Marine products, iron ore (historical), beverages	–	Feni
Chhattisgarh	Bastar (Jagdalpur)	Tribal handicrafts, forest produce, tamarind	Minor Forest Produce	Bastar Dhokra Craft
	Raipur	Processed food (jam, jelly), rice	Jam & Jelly	n.a.
	Durg	Agro products, tomato processing	Tomato-based Products	n.a.
	Jashpur	Organic tea	Tea	n.a.
	Kabirdham (Kawardha)	Jaggery, sugarcane products	Jaggery	n.a.
	Surguja	Litchi, forest produce	Litchi Products	n.a.
	Kondagaon	Cashew processing	Cashew Products	Bhoramdeo Metal Art
Bihar	Muzaffarpur	Fresh fruits export (litchi)	Litchi-based Products	Shahi Litchi
	Bhagalpur	Silk textiles export	Jardalu Mango / Silk	Bhagalpuri Silk
	Madhubani	Handicrafts, paintings	Makhana / Paintings	Madhubani Painting
	Darbhanga	Makhana (foxnut) export	Makhana	n.a.
	Sitamarhi	Handicrafts	Litchi-based Products	Sitamarhi Painting
	Gaya	Sesame, handicrafts	Sesame-based Products	n.a.
	Nalanda	Agro processing	Potato-based Products	n.a.
	Patna	Processed foods, bakery	Bakery Products	n.a.
	Vaishali	Honey export	Honey	n.a.

Customs Points for Exporting from Goa, Chhattisgarh and Bihar			
State	**Type**	**Port / ICD Name**	**Location (City / District)**
Goa	Sea Port (Major Port)	Mormugao Port	Mormugao
	Minor Port	Panaji Port	Panaji
	ICD (Dry Port)	ICD Verna	Verna Industrial Area
	Air Cargo	Dabolim Airport Cargo	Dabolim
Chhattisgarh	ICD	ICD Raipur	Raipur
	ICD	ICD Naya Raipur	Nava Raipur
	Air Cargo	Raipur Airport Cargo	Raipur
	(Nearest Seaports)	Nhava Sheva (JNPT), Visakhapatnam Port	Maharashtra / Andhra Pradesh
Bihar	ICD (Dry Port)	ICD Bihta	Patna (Bihta)
	ICD / Rail ICD	Fatuha ICD	Patna District
	Land Port (ICP)	Raxaul ICP	East Champaran
	Land Customs Stations	Jogbani, Raxaul, Bairgania	Border districts
	Air Cargo	Patna Airport Cargo	Patna
	Air Cargo	Gaya Airport	Gaya

Trade Advisory for Indian Exporters

Key Cautions to be followed during the war situation.

Global conflicts—whether in the Middle East, Europe, or key maritime routes—directly impact freight, insurance, payments, and delivery commitments. Indian exporters must act with heightened caution in **two critical situations**.

1. When Cargo Has Already Left Indian Shores (In-Transit Shipments)

2. When Purchase Order is Received but Shipment is On Hold

Let us understand how to mitigate risk involved in both the above cases.

Situation One - Once the shipment is dispatched, control reduces—but risk management becomes crucial.

- **Track Shipment & Route Diversions**
- Monitor vessel movement daily (especially if routed via sensitive zones like the Red Sea or Suez Canal)
- Be prepared for rerouting via the Cape of Good Hope (longer transit time)
- **Stay in Constant Touch with Shipping Line**
- Get real-time updates on:
  - Port congestion
  - War zone advisories
  - Vessel delays or diversions

- **Review Marine Insurance Coverage**
- Ensure policy includes:
  - War Risk Clause
  - trike, Riot & Civil Commotion (SRCC)
- If not covered, immediately coordinate with insurer for ex tensions
- **Be Prepared for Unexpected Costs (additional cost)**
  - Possible additional charges:
    - War Risk Surcharge (WRS)
    - Bunker Adjustment Factor (BAF)
    - Emergency Operational Surcharges
- **Communicate Transparently with Buyer**
  - Inform buyer about:
    - Delays
    - Route changes
    - Cost implications (if contract allows)
- Maintain written communication for legal protection
- **Monitor Payment Security**
- For shipments under:
  - **LC (Letter of Credit)** -> Check expiry & document timelines
  - **DA/DP terms** -> Assess buyer's country risk exposure
- **Keep Documentation Strong**
  - Maintain:
    - Bill of Lading
    - Insurance certificate
    - Commercial invoice
    - Packing List
    - Purchase Order / Proforma Invoice

- In case of dispute, documentation becomes your strongest defense
- **Watch for Port Disruptions at Destination**
  - Destination ports near conflict zones may face:
    - Closure
    - Labor shortages
    - Customs delays
- **Activate Contingency Planning**

Identify alternate ports or buyers (if diversion becomes necessary)

Situation Two - When Purchase Order is received but Shipment is not dispatched

This is the most critical decision-making stage—where risk can be minimized or avoided.

- **Re-evaluate Country Risk**
  - Avoid or reassess shipments to:
    - Conflict-affected regions
    - Economies facing sanctions or instability
- **Insist on Secure Payment Terms**
  - Prefer:
    - **100% Advance Payment**, or
    - **Irrevocable Letter of Credit (LC)** confirmed by a reputed bank

- Avoid open credit in high-risk regions
- **Recalculate Export Pricing**
  - Include:
    - Increased freight rates
    - War risk insurance premium
    - Potential delays
- Revise quotation validity period (short-term quotes only)
- **Check Logistics Feasibility**
  - Confirm:
    - Vessel availability
    - Safe shipping routes
    - Transit time changes
- **Strengthen Contract Clauses**
  - Clearly include:
    - Force Majeure Clause
    - War & conflict clauses
    - Delivery timeline flexibility
- **Verify Buyer Credibility Again**
  - Even existing buyers may face:
    - Financial instability
    - Currency issues
    - Conduct fresh due diligence or verification of the buyer
- **Avoid Over-Commitment**
  - Do not accept large volume orders without:
    - Supply chain certainty
    - Logistics confirmation

- **Check Government Notifications**
  - Stay updated with:
    - DGFT advisories
    - Shipping restrictions
    - Sanctions on specific countries
- **Plan Inventory & Production Carefully**
  - Avoid overproduction if shipment uncertainty exists
  - Maintain flexibility in order execution
- **Hedge Currency Risk**
  - War leads to currency volatility
  - Lock exchange rates via forward contracts if exposure is high


CRISIS IN THE MIDDLE EAST
ISRAEL - US WAR WITH IRAN
STRAIT OF HORMUZ CLOSED
ATTACK ON KHARG OIL TERMINAL
OIL PRODUCTION HALTED
NO SHIPPING
SAUDI ARABIA
UAE
QATAR
BAHRAIN
KUWAIT
OMAN
FLIGHTS CANCELLED
ECONOMIC STANDSTILL IN THE GULF
BUSINESS SHUTDOWN
MARKET CRASH
OIL & GAS SHORTAGE



Questions and Answers

Question 1 :

What is AD Code and from where can I get it?

Madhabi Nath, Asansol, West Bengal

Answer:

An AD Code (Authorized Dealer Code) is a 14-digit numerical code provided by a bank where you have opened your business's current account. It is a mandatory requirement for anyone looking to export goods from India.

Why do you need an AD Code?

- **Customs Clearance**: You cannot generate a **Shipping Bill** (the main document for export) on the government's ICEGATE portal without registering your AD Code.
- **Tracking Money**: It helps the Reserve Bank of India (RBI) track foreign currency coming into your bank account from international buyers.
- **Government Benefits:** To receive export incentives like **RoDTEP** or **Duty Drawback** directly into your bank account, your AD Code must be registered with the customs department.

How to get and register an AD Code

1. **Open a Current Account**: You must first have a business current account in a bank authorized to deal in foreign exchange.
2. **Request the Letter**: Apply to your bank manager for an **AD Code Authorization Letter**. The bank will issue a letter on their letterhead addressed to the Commissioner of Customs.
3. **Online Registration**: Once you have the letter, you (or your Customs House Agent) must register it online on the **ICEGATE** portal for every port from which you plan to ship your goods (e.g., Mundra Port, Nhava Sheva, or Ahmedabad Air Cargo).

Question 2 :

What are the benefits of RCMC registration?

Piyush Dalal, Bhuj, Gujarat

Answer:

An **RCMC (Registration cum Membership Certificate)** is a membership certificate issued by an **Export Promotion Council (EPC)** or a Commodity Board in India. It acts as a formal "ID card" for exporters within their specific industry.

While it is generally valid for five years, it provides several strategic advantages that make it essential for growing an export business.

Key Advantages are:

1. Access to Government Schemes and Incentives

This is the biggest financial advantage. To claim benefits under the **Foreign Trade Policy (FTP)**, an RCMC is mandatory.

- **RoDTEP & RoSCTL**: You need an RCMC to claim refunds on taxes and duties.
- **Advance Authorization**: It allows you to import raw materials duty-free if they are used to manufacture export goods.
- **EPCG Scheme**: This helps you import capital goods (machinery) at 0% customs duty.

2. Export Market Development (Subsidies)

The government provides financial support through the **Market Access Initiative (MAI)** scheme. With an RCMC, you can get:

- **Subsidized Booths**: Discounts on stalls at international trade fairs and exhibitions.
- **Airfare Reimbursement**: Partial refund of travel costs for overseas marketing tours. (Check with your respective EPC).

3. Simplified Procedures and Trust

- **Customs & Banking**: Having an RCMC adds credibility to your business when dealing with customs officials or applying for bank loans and credit limits.
- **Certificate of Origin**: Many EPCs are authorized to issue the **Preferential Certificate of Origin**, which helps your foreign buyer pay lower or zero import duty in their country.

4. Industry Updates and Newsletters

Question 3 :

What are the certificates I need to export spices from India?

Chitranjeev Sharma, Meerat, Uttar Pradesh

Answer:

Exporting spices from India is highly regulated to maintain the global reputation of Indian spices. To export legally and smoothly, you need a specific set of documents ranging from basic business registrations to food-safety and quality certifications.

Here is the complete list of certificates you need:

1. Mandatory Business Registrations

- **Import Export Code (IEC)**: The primary license for any export business, issued by the DGFT.
- **Spices Board Registration (CRES)**: Unlike other sectors that use an RCMC, spice exporters must obtain the **Certificate of Registration as Exporter of Spices (CRES)**. It is mandatory under the Spices Board Act and acts as your industry-specific license.
- **FSSAI License (Central License)**: Since spices are food products, you need a central license from the Food Safety and Standards Authority of India (FSSAI) specifically under the "Exporter" category.
- **GST Registration**: Necessary for tax compliance and claiming GST refunds (LUT) on exports.

2. Shipment-Specific Certificates

These are required for every individual batch you send out:

- **Phytosanitary Certificate (PSC)**: Issued by the Plant Quarantine department. It certifies that your spices are free from pests and diseases. This is almost always required by the importing country's customs.
- **Certificate of Origin (COO)**: Proves the spices were grown/produced in India. This helps your buyer get duty benefits in their country.
- **Certificate of Analysis (Lab Test Report)**: A report from an NABL-accredited or Spices Board-approved lab.
  It tests for:
  - Aflatoxin (very important for Europe and US).
  - Sudan Dye (illegal colors).
  - Pesticide Residues and Moisture levels.
- **Fumigation Certificate**: Issued by a licensed agency after treating the cargo (usually in the container) to ensure no insects survive the journey.

3. Country-Specific or Buyer-Requested Certificates

Depending on where you are exporting, you might also need:

- **Health Certificate**: Often required by EU countries to ensure the food is fit for human consumption.

- **Halal or Kosher Certification**: Required for exports to Middle Eastern countries or specific communities in the West.
- **Organic Certificate (NPOP/NOP)**: Mandatory if you are claiming your spices are "Organic."
- **ISO 22000 / HACCP**: These are food safety management systems that many big international buyers look for to ensure quality.

Question 4 :

What are sustainable products? Please give some examples.

Answer:

Sustainable products are goods that are designed, manufactured, and used in a way that minimizes environmental impact throughout their entire life cycle. This means they are made using fewer natural resources, produce less waste, and are often ethically produced.

A product is generally considered sustainable if it follows the **"Triple Bottom Line"** principle: it is good for the **Planet** (environment), good for **People** (socially responsible), and **Profitable** (economically viable).

Key Characteristics of Sustainable Products

- **Eco-friendly Materials**: Made from recycled, organic, or rapidly renewable resources (like bamboo or hemp).
- **Low Carbon Footprint**: Produced using renewable energy and transported efficiently to reduce greenhouse gas emissions.
- **Durability**: Built to last longer so they don't need to be replaced frequently.
- **Recyclability or Compostability**: Can be broken down safely or turned into something new at the end of their life.
- **Ethical Production**: Workers are paid fair wages and work in safe conditions.

Examples of Sustainable Products

To give you a better idea, here are common examples across different categories:

1. Household & Personal Care

- **Bamboo Toothbrushes**
- **Beeswax Wraps**
- **Refillable Cleaning Supplies**

2. Fashion & Textiles

- **Organic Cotton Clothing.**
- **Recycled Polyester**
- **Piñatex**

3. Energy & Tech

- **Solar-Powered Chargers**
- **LED Light Bulbs**
- **Biodegradable Phone Cases:**

4. Daily Lifestyle

- **Stainless Steel or Glass Water Bottles**
- **Reusable Grocery Bags.**
- **Compostable Cutlery**



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Exporter's Corner

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Arpit Ajmera

Location- **Ajmer**
Product- **Stainless Steel Pipes**
Country- **US, apan & Dubai,Tanznia**



Ankit Begwani

Location- **Bangalore**
Product- **Onions**
Country-**Dubai**



Zeel Virpariya

Location-**Rajkot**
Product- **Submersible Pumps Export**
Country-**Iraq,Spain**



Anas Nawab

Location- **Surat**
Product- **Scrap Material Import**
Country- **USA**



Utsav Thakkar

Location-**Kolkata**
Product- **Spices**
Country-**Europe,Vietnam, Indonesia**

Student's Placement



Darshit Kateliya

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Export Documentation Executive**
Industry-**Manufacturing & Export**



Kaushik Bhatt

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Logistics Executive**
Industry-**Logistics**



Kunj Mavani

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Purchase & Compliance Officer**
Industry-**Manufacturing & Export**



Tejas Tiwari

Location- **Kolkata**
Job Location- **Kolkata**
Designation- **Export Operations Executive**
Industry- **Export Import**



Mahima Lavanya

Location- **Bangalore**
Job Location- **Bangalore**
Designation- **Export Marketing Executive**
Industry-**Export Import**

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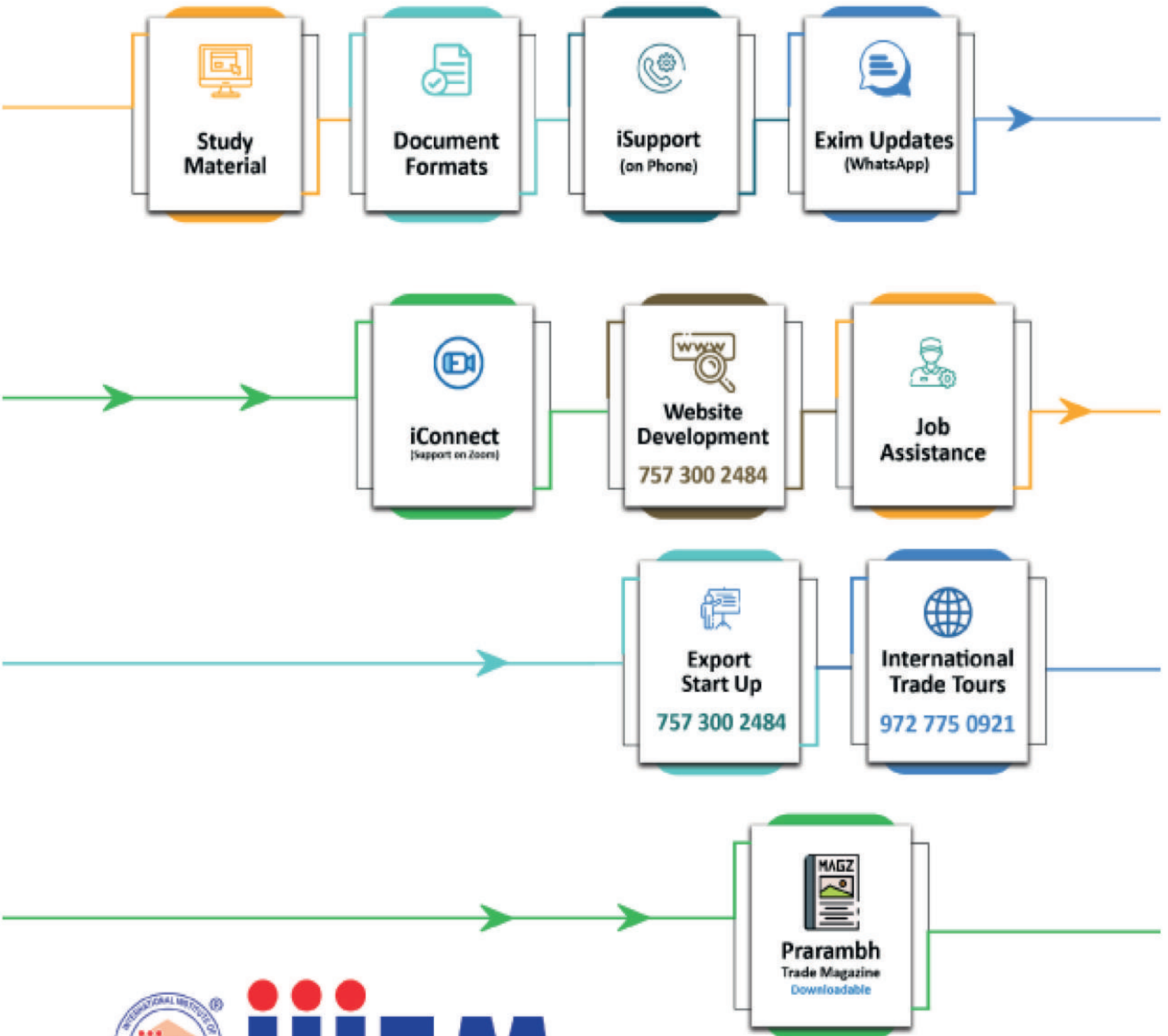
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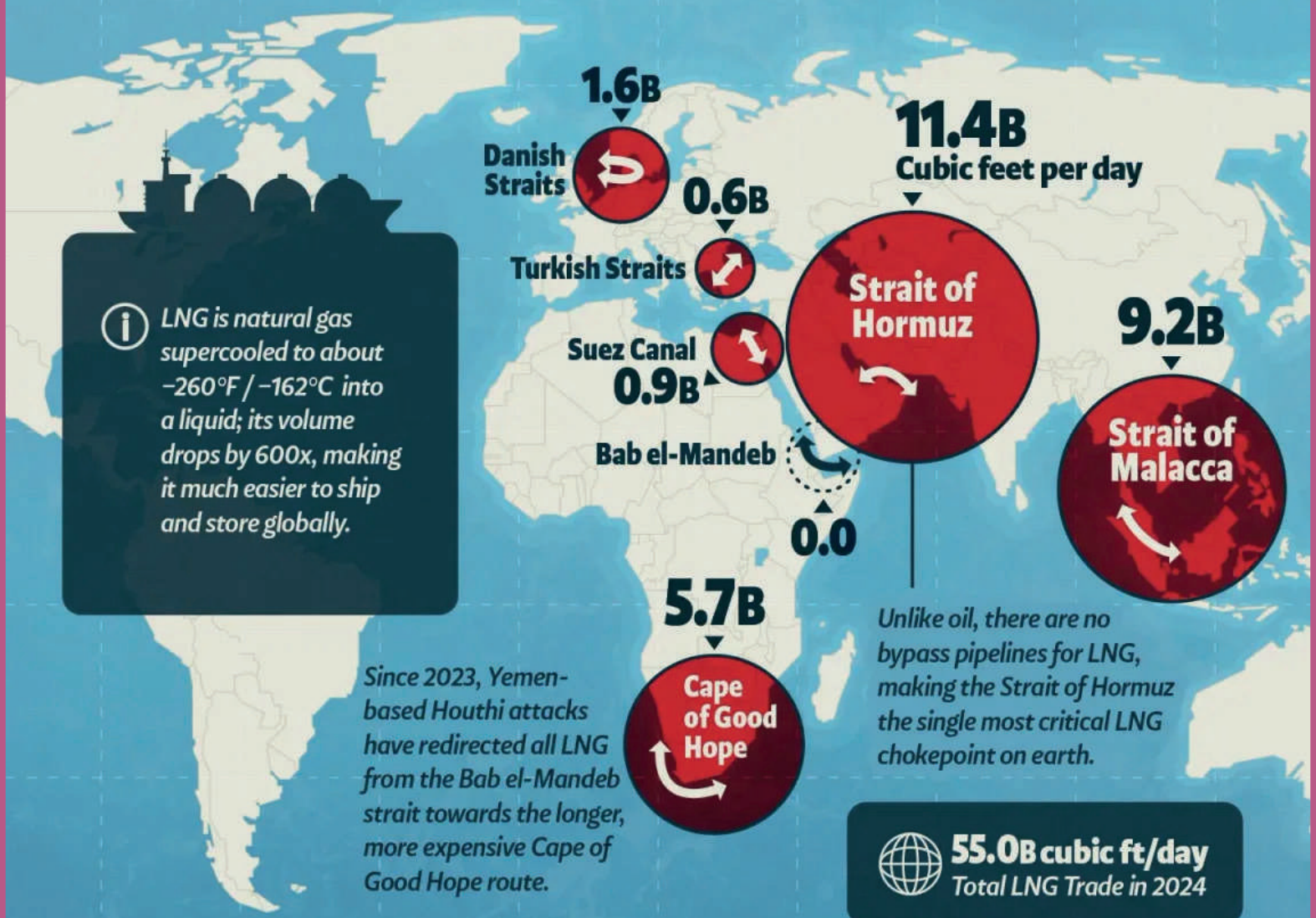
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LIQUEFIED NATURAL GAS TRADE
CHOKEPOINTS

54% of the world's LNG trade passes through these chokepoints.



LNG is natural gas supercooled to about −260°F / −162°C into a liquid; its volume drops by 600x, making it much easier to ship and store globally.

Since 2023, Yemen-based Houthi attacks have redirected all LNG from the Bab el-Mandeb strait towards the longer, more expensive Cape of Good Hope route.

Unlike oil, there are no bypass pipelines for LNG, making the Strait of Hormuz the single most critical LNG chokepoint on earth.

55.0B cubic ft/day
Total LNG Trade in 2024

Share of Total Global LNG Trade



VISUAL CAPITALIST

Source: EIA, 2025 World LNG Report