प्रारंभ

PRARAMBH

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Exporting Egg Shell Powder



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Forward

Saudi Arabia–Yemen Conflict: Why Indian Exporters Must Watch the Red Sea

Global trade depends not only on demand and pricing but also on the safety of shipping routes. The renewed conflict involving Saudi Arabia and Yemen's Houthi movement is a reminder of how regional tensions can affect businesses thousands of kilometres away.

Why Is the Conflict Escalating?

The conflict has its roots in Yemen's civil war. Saudi Arabia intervened in 2015 to support Yemen's internationally recognised government after Houthi forces took control of the capital, Sana'a. A ceasefire largely held from 2022, but fighting has intensified again in 2026.

Three key factors are driving the latest escalation:

- Control over territory: Houthi advances along Yemen's Red Sea coast have increased tensions with Saudi Arabia and Yemen's government.
- Security threats: Missile and drone attacks targeting Saudi-linked shipping and infrastructure have heightened security concerns.
- Regional rivalries: Iran's support for the Houthis and wider regional conflicts have added another dimension to the crisis.

How Could Global Trade Be Affected?

The Red Sea, connected to the Mediterranean through the Suez Canal, is a major route for trade between Asia and Europe. The Bab el-Mandeb Strait,

near Yemen, is a critical gateway for this traffic. Escalating conflict can lead to:

- **Longer transit times:** Ships may divert around the Cape of Good Hope, increasing journey times.
- **Higher freight and insurance costs:** War-risk premiums, fuel consumption and shipping charges may rise.
- **Delivery uncertainty:** Delays can affect production schedules, buyer commitments and inventory planning.
- **Pressure on the Arabian Sea corridor:** Security risks around Yemen and the Gulf of Aden can affect vessels moving through nearby waters, including routes used by Indian exporters. <Cite refs={["turn623089view1","turn623089view2"]}/>

What Precautions Should Indian Exporters Take When Shipping to GCC Countries?

1. **Check shipping advisories:** Confirm the vessel's route, port conditions and carrier updates before dispatch.
2. **Review Incoterms and contracts:** Clarify responsibility for freight increases, delays, rerouting and additional charges.
3. **Check marine insurance:** Confirm whether war-risk coverage is included or requires an additional premium.
4. **Keep buyers informed:** Communicate revised schedules and obtain written agreement for changes where necessary.
5. **Plan working capital:** Allow for longer transit times, delayed payments and unexpected logistics expenses.

6. **Verify GCC-specific requirements:** Check destination-country customs, product registration, labelling and certificate requirements before shipment.

The lesson for Indian exporters is clear: international trade requires more than finding buyers and offering competitive prices. It also demands preparation for geopolitical risks, shipping disruptions and unexpected costs.

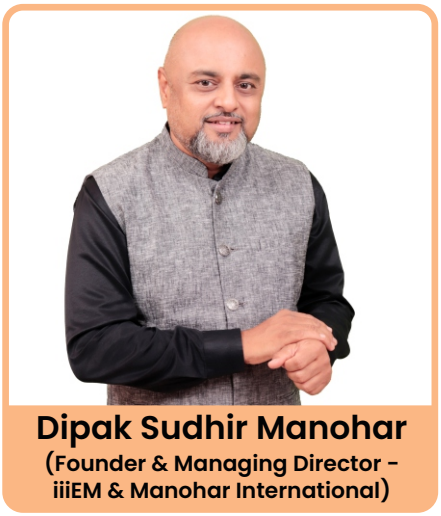
As the situation evolves, exporters should remain alert, review their logistics plans and maintain close communication with freight forwarders, insurers and buyers.

In global trade, a resilient exporter is one who prepares for uncertainty before it affects the shipment.



Message From Founder & CMD -iiiEM

RCMC Exemption up to ₹3 Lakh of Shipment : What Every New Exporter in India Should Know



Dipak Sudhir Manohar
(Founder & Managing Director - iiiEM & Manohar International)

Starting an export business often means dealing with several registrations and compliance requirements before the first shipment. For many products, exporters are required to obtain a Registration-cum-Membership Certificate **(RCMC)** from the relevant Export Promotion Council or Commodity Board.

To make small-value exports easier, the **Directorate General of Foreign Trade (DGFT)** has introduced an important relaxation.

Under **DGFT Notification No. 36/2026-27 dated 15 September 2026, an RCMC or Certificate of Registration is not required for an export consignment having FOB value up to ₹3 lakh,** where such certificate would otherwise be required under the Foreign Trade Policy (FTP).

This is particularly relevant for **first-time exporters, MSMEs, artisans and small businesses** testing international markets.

What is the ₹3 Lakh RCMC Exemption?

FOB value of export consignment	RCMC requirement
Up to ₹3 lakh	RCMC/Certificate of Registration **not required**, where otherwise applicable
Above ₹3 lakh	RCMC/Certificate of Registration **continues to apply**, wherever required

Important: The threshold refers to the **FOB value of the export consignment,** not the exporter's annual turnover.

The exemption is also **not an abolition of RCMC.** It is a relaxation for eligible low-value consignments.

Why Has DGFT Introduced This Relaxation?

The Government's objective is to **reduce the initial compliance burden and lower the entry barrier for small and new exporters.**

According to the Government, during **2021-22 to 2025-26,** consignments up to **US$3,000 accounted for around 43% of shipping bills but only 0.86% of India's merchandise export value.** This indicates a very large number of small-value export transactions.

The relaxation is intended to:

- Reduce upfront compliance for small exporters
- Help first-time exporters test overseas markets
- Encourage MSMEs and artisans to start exporting
- Facilitate exports through **postal and courier channels**
- Help emerging exporters build an export track record
- Gradually bring successful small exporters into Export Promotion Councils and Commodity Boards as their business grows.

Does the ₹3 Lakh Exemption Apply to APEDA, Spices Board, Tea Board and MPEDA, etc. where RCMC is mandatory?

The DGFT provision is framed broadly as an exemption from the RCMC or Certificate of Registration requirement under FTP, wherever such certificate is otherwise required. The Government's explanation refers to RCMC requirements from the relevant Export Promotion Councils or Commodity Boards.

Therefore, for a qualifying consignment of ₹3 lakh FOB or below, the new exemption can cover the applicable RCMC/Certificate of Registration requirement under FTP.

- **The RCMC/Certificate of Registration requirement is exempted for the qualifying low-value consignment.**
- **Other statutory or product-specific requirements may continue to apply.**

A Simple Example:

Here is an example with different industries:

Imagine an exporter, has three different shipments:

Shipment	FOB value	RCMC under ₹3 lakh relaxation
Spices	₹1.50 lakh	Exempt, where otherwise applicable
Coffee	₹2.40 lakh	Exempt, where otherwise applicable
Leather products	₹2.90 lakh	Exempt, where otherwise applicable
Fourth shipment	₹4.00 lakh	**Normal RCMC requirement applies, where applicable**

This allows a new exporter to **test international markets with smaller consignments before** moving into larger export transactions.

What Are the Benefits for New Exporters?

1. Lower entry barrier

A first-time exporter can begin with qualifying small consignments without first completing the RCMC requirement.

2. Lower initial compliance cost

The exporter can avoid the immediate cost and administrative effort associated with obtaining RCMC for an eligible shipment.

3. Easier market testing

Small businesses can test a new product, buyer or country with a relatively small shipment.

4. Helpful for MSMEs

Small manufacturers and artisans can enter international markets more easily.

5. Supports e-commerce exports

The Government specifically expects the measure to facilitate low-value exports through **postal, courier and emerging export channels.**

Conclusion

The ₹3 lakh RCMC exemption is an important facilitation measure for India's new and small exporters. It allows eligible low-value export consignments to move forward without the RCMC/Certificate of Registration requirement that would otherwise apply under the FTP.

For a beginner, this means **less paperwork at the entry stage, easier market testing and a lower barrier to starting exports.**

Start small, understand the rules, test the market—and scale your exports as your business grows.



Dipak Sudhir Manohar

Warm Regards

From the Editor's Desk

India–US Trade Talks at Crossroads: Key Roadblocks for India and the USA



Trupti Shah
(Foreign Trade Advisor)

The India–US trade relationship has reached an important crossroads. After months of negotiations, the proposed bilateral trade agreement is facing difficult questions on tariffs, market access, agriculture, energy and the overall trade imbalance.

In October 2026, India's Finance Minister described the negotiations as having reached a "plateau", while the US Trade Representative indicated that an agreement was not imminent.

For exporters and importers, this is more than a diplomatic development. The outcome could influence pricing, market access, sourcing decisions and supply chains for businesses in both countries.

Three Major Roadblocks for India

1. High and uncertain US tariffs

India wants predictable and competitive tariff treatment for its exporters. Uncertainty over the final tariff structure makes it difficult for Indian businesses to confidently quote prices and commit to long-term contracts with US buyers.

2. Protection of India's sensitive agricultural sectors

Agriculture remains one of India's most sensitive negotiating areas. India wants to protect sectors such as dairy, poultry, rice, wheat and other farm products from extensive market-opening commitments.

3. Russian oil and energy security

The US wants India to reduce its purchases of Russian oil. India, however, maintains that its energy sourcing decisions are driven by the requirements of a very large population and energy security.

Three Major Roadblocks for the USA

1. The US trade deficit with India

Washington wants to reduce the large US goods trade deficit with India. US data shows that the US goods trade deficit with India reached $58.4 billion in 2025, as US goods imports from India substantially exceeded US exports to India.

2. Greater access to the Indian market

The US is seeking improved access for its industrial, agricultural, food, medical-device and technology products. Issues such as tariffs, import licensing, standards and other non-tariff barriers have been part of the negotiations.

3. Greater opportunities for US businesses and products

The US wants the agreement to deliver commercially meaningful opportunities for American exporters. This includes better access for agricultural products, industrial goods, medical devices and technology products.

India's Exports Continue to Grow

Despite the uncertainty in global trade, India's exports have shown resilience.

- **India's total exports (goods + services) increased from approximately** US$210.31 billion in April–June 2025 to

  US$232.73 billion in April–June 2026,

  An increase of 11.37%

This is an important signal: trade uncertainties have not stopped Indian businesses from finding opportunities in global markets.

But the USA Is Also Affected

The impact of a prolonged trade dispute is not one-sided. American businesses and consumers also depend on Indian products and services. The US imported **US$103.8 billion of goods from India in 2025,** while US goods exports to India were **US$45.4 billion.**

Higher tariffs or prolonged uncertainty can therefore increase costs for US importers, manufacturers and consumers, while making Indian products less competitive in the American market. It can also encourage businesses to reconsider sourcing strategies and supply chains.

What Does This Mean for Indian Exporters?

For Indian exporters, the present situation reinforces one important lesson: market diversification is becoming a necessity, not merely a growth strategy.

The United States remains India's largest export destination, and Indian exports to the US have continued to grow. But exporters should simultaneously explore Europe, the Middle East, Africa, ASEAN, Latin America and other emerging markets.

Looking Ahead

India and the USA have strong economic reasons to reach an agreement. Their bilateral trade is substantial, their supply chains are increasingly interconnected, and businesses on both sides benefit from predictable market access.

The challenge is finding a balance between India's priorities of protecting sensitive sectors, ensuring energy security and securing competitive access for its exporters, and America's priorities of reducing its trade deficit and gaining greater access for US goods and businesses.

For exporters, however, one message stands out clearly: **In an uncertain global trading environment, the strongest exporter is not the one dependent on a single market—it is the one prepared with multiple markets, competitive products and a resilient supply chain.**



Trupti Shah

Product

Egg Shell Powder: Waste-to-Value Export Opportunity

Egg Shell Powder (usually hen's egg) is a **calcium-rich, value-added product made by cleaning, sterilising, drying and finely grinding chicken eggshells.**

Eggshell consists predominantly of **calcium carbonate** ($CaCO_3$), making it useful as a natural calcium source and mineral ingredient. Depending on its purity, particle size and processing, it can be sold as **feed grade, agricultural grade, industrial grade, food/nutraceutical grade, cosmetic grade or pharmaceutical-grade material.**

The product is particularly interesting for India because the country produced approximately **149.11 billion eggs in 2024–25 and ranks second globally in egg production.**

Thus, eggshell powder offers a **waste-to-value export opportunity** for merchant exporters who can establish reliable collection, processing and quality control.



Basic Information

Egg Shell Powder	
Information	Details
H.S Code	0505 9090*
	Skins/parts of birds, powder (other): Egg shell powder
	2836 5000
	Calcium Carbonate
Trade Policy	Export Permitted Freely
Unit	Kilogram (as per Indian Trade Portal)
RCMC	APEDA (Mandatory)
Government Benefits	Duty Drawback = Rs. 0.15% (invoice value) Interest Subvention = Not Available RoDTEP = 0.5% (per kg) of FOB value
GST (paid to Supplier)	5%
* Check details from www.tradestat.commerce.gov.in I www.indiantradeportal.in *Confirm exact HS code through your Customs Agent.	

Global Market Demand and Growth

There is no single universally accepted global customs category exclusively covering eggshell powder, so market-size estimates vary considerably between research companies.

Global eggshell powder market at about USD 1.2 billion in 2025, projected to reach approximately **USD 2.3 billion by 2032,** representing around **10.5% CAGR.**

India's Export Potential and Growth

India has a **strong raw-material advantage.**

India produced **149.11 billion eggs in 2024–25,** up 4.44% from the previous year. The five leading states were:

1. Andhra Pradesh – **18.37%**
2. Tamil Nadu – **15.63%**
3. Telangana – **12.98%**
4. West Bengal – **10.72%**
5. Karnataka – **6.67%**

Together these states account for **64.37% of India's egg production.**

This gives India an excellent advantage for establishing **low-cost, geographically concentrated eggshell collection and processing networks.**

Trade-intelligence data currently identifies India as one of the active global suppliers of eggshell powder, although the dedicated shipment base is still relatively small. Volza's recent data identifies **India among the leading supplier countries,** with five recorded eggshell-powder shipments in its dataset.

This indicates that the product is an **emerging niche export rather than a mature high-volume Indian export commodity.**

Varieties of Egg Shell Powder and Benefits

Varieties of Egg Shell Powder		
Variety / Grade	**Typical Characteristics**	**Main Benefits**
Raw/Basic Egg Shell Powder	Cleaned, dried and ground shell	Low-cost calcium source; suitable for further processing
Feed Grade	Controlled microbiology, calcium-rich	Calcium/mineral supplement for poultry, livestock and pets
Agricultural Grade	Ground calcium-rich shell	Soil calcium supplementation and soil-conditioning applications
Industrial Grade	Controlled particle size; lower purity	Filler/mineral ingredient for selected industrial
Food/Nutraceutical Grade	High purity, hygienic processing, controlled heavy metals & microbes	Calcium supplements and food fortification
Pharmaceutical Grade	Very high purity, controlled contaminants, fine particle size	Calcium formulations and pharmaceutical applications
Cosmetic Grade	Fine, clean, controlled particle size and whiteness	Toothpaste, scrubs, masks and mineral cosmetic formulations
Membrane-free Powder	Eggshell membrane substantially removed	Preferred where high calcium purity and consistent composition are required
Fine/Micronised Powder	Very small particle size	Better dispersion and smooth texture in cosmetics, nutraceuticals and formulations
Coarse Powder	Larger particle size	Feed, agriculture and selected industrial applications

Commercial suppliers already market eggshell powder in different mesh sizes and application grades, including food, pharmaceutical, cosmetic, animal feed and agriculture grades.

Important: White-shell versus brown-shell powder should not be treated as a major commercial variety by itself. **Purity, calcium content, microbiological safety, membrane removal and particle size are much more important to international buyers.**

DID YOU KNOW?

From Kitchen Waste to a Valuable Resource

Eggshells, often thrown away as waste, can be processed into a useful calcium-rich raw material for several industries?

Industrial Applications

Industry	Application	Example
Nutraceutical	Natural calcium ingredient	Calcium tablets, capsules, powders
Food & Beverage	Calcium fortification	Fortified foods and functional foods
Pharmaceutical	Calcium raw material	Calcium formulations, antacid-related formulations
Animal Feed	Mineral/calcium supplement	Poultry, cattle, livestock and pet feed
Agriculture	Calcium source/soil conditioner	Soil amendment and calcium supplementation
Cosmetics	Mineral/abrasive ingredient	Face scrub, mask, toothpaste
Dental Care	Calcium-rich material	Toothpaste and dental research applications
Fertiliser	Mineral input	Calcium-containing fertiliser blends
Plastics/Polymers	Natural mineral filler	Selected filler applications
Paints & Coatings	Calcium-carbonate filler	Filler/extender applications
Ceramics/Construction	Mineral/calcium raw material	Selected formulations
Research/Biomaterials	Calcium source	Biomaterials and bone-related research

Research has documented eggshell-powder applications in dental and medical fields, while recent research has demonstrated the potential of eggshell-derived calcium carbonate as a food calcium ingredient.

DID YOU KNOW?

Nearly 95% Calcium Carbonate

Eggshells are made up of approximately 94–97% calcium carbonate This makes properly processed eggshells a potential source of calcium for suitable applications



India Sourcing Guide for a Merchant Exporter

A merchant exporter should **source egg shells and egg shell powder from:**

- Large poultry farms
- Egg grading/packing centers
- Egg-breaking and egg-processing plants
- Food-processing companies – egg shell waste
- Bakeries/industrial egg users – egg shell waste
- Egg powder manufacturers
- Poultry processing units

This provides **consistent volume, traceability and cleaner raw material.**

State-wise sourcing opportunities

Sourcing Guide for a Merchant Exporter			
State	**Major Egg Production Share**	**Suitable Sourcing Region/Cluster**	**Suitable Powder**
Andhra Pradesh	18.37%	Major commercial poultry/egg-producing belts	Feed, agriculture, food/nutraceutical
Tamil Nadu	15.63%	Namakkal and surrounding poultry belt	All grades; particularly feed/nutraceutical
Telangana	12.98%	Hyderabad and surrounding commercial poultry areas	Feed, agriculture, industrial
West Bengal	10.72%	Major commercial poultry clusters around Kolkata and other production areas	Feed, agriculture, basic grades
Karnataka	6.67%	Bengaluru–Kolar poultry belt and other commercial clusters	Feed, nutraceutical, cosmetic
Haryana	>5%	Major commercial poultry areas	Feed and industrial grades
Maharashtra	>5%	Pune/Nashik and other poultry-producing areas	Feed, agriculture, industrial
Gujarat	Growing production	Central/North Gujarat poultry clusters	Feed, agriculture, industrial

The state-selection priority above is based primarily on egg production, which is the most useful proxy for availability of eggshell raw material. DAHD data confirms continued growth in several states including Gujarat, Andhra Pradesh, Haryana, Maharashtra, Telangana and Karnataka.

DID YOU KNOW?

A Potential Soil Supplement

Finely ground eggshell material can help reduce soil acidity over time. Its effect depends on particle size, soil conditions and application rate, so soil testing is important before use.

General Quality Parameters

These are **commercial buyer-oriented parameters,** not a universal statutory specification. Final limits must be agreed according to the end-use and importing country's regulations.

General Quality Parameters		
Parameter	**What to Check**	**Why Important**
Calcium carbonate ($CaCO_3$)	Preferably around 94–98% for good-quality shell powder	Indicates calcium-rich mineral quality
Elemental Calcium	Approximately 36–39% depending on composition	Important for nutraceutical/feed applications
Moisture	Preferably ≤1–2%	Prevents mould, microbial growth and caking
Particle Size / Mesh	e.g. 100, 200, 325 mesh or buyer specification	Determines application and dispersion
Microbiology	Salmonella, E. coli, yeast & mould	Critical because the material originates from eggs
Heavy Metals	Lead, arsenic, cadmium, mercury	Essential for food, pharma and cosmetic applications
Foreign Matter	Feathers, dirt, plastic, organic material etc.	Indicates processing and hygiene
Egg Membrane	Presence/percentage	Affects calcium purity, colour and consistency
Colour	White/off-white, uniform	Important for cosmetic and food applications
Odour	Neutral; no rotten/organic smell	Indicates proper washing and drying
pH	Test according to buyer's method	Important for formulation compatibility
Bulk Density	Report g/cm^3	Important for packing and formulation
Ash / Mineral Content	Determine by laboratory test	Helps assess consistency
Pesticide/chemical residues	Where required by destination	Important for food/nutraceutical markets
COA & Batch Traceability	Batch number and laboratory results	Gives buyer confidence and supports export compliance

Recent research on food-grade eggshell-derived calcium specifically evaluated **Ca content, heavy metals and microbial safety,** demonstrating why these parameters are important for higher-value applications.

A commercial Indian supplier, for example, markets cosmetic-grade eggshell calcium with specifications including **10–25 µm particle size, ≥92% brightness, ≤1% moisture and ≥36% calcium**—illustrating the level of specification possible for premium grades.

Minimum documents a merchant exporter should request from supplier

- Technical Data Sheet
- Certificate of Analysis (COA)
- Microbiology report
- Heavy-metal report
- MSDS/SDS where applicable
- Product specification
- Batch/lot number
- Manufacturing date
- Shelf life
- Country of origin
- Processing declaration

DID YOU KNOW?

Egg shell Powder can Help Make More than Agricultural Products

Researchers are exploring eggshell powder as a recycled calcium carbonate filler in plastics, polymer composites, paints and construction materials. This could turn food-processing waste into an industrial raw material.

Countries Importing Egg Shell Powder from India

Available shipment/trade intelligence identifies the following markets as relevant:

Country-wise Likely Top Industries where Egg Shell Powder is used.		
Rank	**Country / market**	**Likely top application**
1	**United States**	Nutraceutical calcium ingredients, pet supplements, cosmetics, specialty agriculture
2	**Germany**	Nutraceuticals, cosmetics, animal feed, industrial calcium applications
3	**United Arab Emirates**	Poultry-feed mineral blends, fertilizer/soil amendment, pet products, re-export
4	**Vietnam**	Poultry and aquaculture feed, calcium-mineral premixes, agriculture
5	**Japan**	Food/nutraceutical ingredients, specialty feed, cosmetics
6	**Indonesia, Malaysia & Thailand**	Poultry feed, aquaculture feed, fertilizer and agricultural inputs
7	**Saudi Arabia and wider GCC**	Feed, pet nutrition, agriculture and industrial mineral products
8	**Nigeria and other African markets**	Animal feed, poultry mineral premixes and agricultural applications
9	**Netherlands and other EU markets**	Feed ingredients, food ingredients, nutraceuticals and specialty industrial applications
10	**Sri Lanka, Maldives, Oman and nearby markets**	Poultry feed, calcium supplements, fertilizer and agricultural inputs
Potential Markets are: Russia, Kazakhstan, Chile, and Bangladesh		

Important interpretation

The second group should be treated as **potential target markets,** not as proof that every country regularly buys eggshell powder from India.

For a merchant exporter, I would prioritise:

Tier 1: USA | UAE | Germany | Vietnam

Tier 2: Japan | Indonesia | Thailand | Malaysia

Tier 3: Bangladesh | Kazakhstan | Chile | Russia

Recommended Export Strategy for a Merchant Exporter

The most attractive approach is to **avoid competing only on price.**

Start with 3 products:

1. Feed Grade – 100/200 Mesh
Target: Poultry feed, livestock feed, pet nutrition

2. Food/Nutraceutical Grade – Fine Powder
Target: Calcium supplement manufacturers and food ingredient companies

3. Cosmetic Grade – Micronised Powder
Target: Toothpaste, skincare and personal-care manufacturers

The **feed grade can offer easier volume-based entry,** while food/nutraceutical and cosmetic grades offer **higher value but require tighter quality control and documentation.**

India's enormous egg production base provides the raw-material advantage, while the global move toward natural calcium, circular economy and sustainable ingredients creates a promising niche export opportunity.

One important compliance point

Eggshell powder falls within the broader **poultry/animal-product ecosystem,** and APEDA identifies poultry products as a scheduled area. APEDA also provides the e-RCMC route for exporters of scheduled products after obtaining IEC.

Country Wise Compliances

The following table follows the same regions, major markets and column headings as your sesame-seed reference, but the compliance requirements are adapted for eggshell powder.

Important: Eggshell powder is a processed poultry-derived material. Import requirements can differ significantly depending on whether it is intended for animal feed, food/nutraceuticals, cosmetics, agriculture or industrial use. The HS code must also be confirmed for the exact product, as 05059090 may not be the correct classification for processed eggshell powder.

Note: Requirements listed are a pre-shipment checklist, not a guarantee of admissibility. Exact requirements must be confirmed for the product's processing method, intended use and destination.

Eggshell powder is an animal-origin product, so veterinary, animal-by-product, food/feed and end-use requirements are more relevant.

Documents to prepare for all markets

- Commercial invoice and packing list
- Certificate of Analysis (COA)
- Technical Data Sheet (TDS) and product specification
- Microbiology and heavy-metal test reports
- Manufacturing and sterilisation/processing details
- Country of origin documentation
- Safety Data Sheet (SDS), where applicable
- Import permit, official health certificate or product registration where required

Country-wise Compliance Required			
Region	**Major Markets**	**Certificates / Registrations Required by Destination Country**	**Importance**
USA	United States	APHIS permit/animal-health documents where applicable; FDA facility registration, Prior Notice and FSVP requirements COA and product specification.	**Critical.** Requirements depend on end use and animal-origin classification. Confirm admissibility with the US importer and USDA APHIS before shipment.
EU	Germany, Netherlands, France, Italy, Greece, Spain, Belgium, etc.	Animal by-product classification; official health certificate where required; TRACES documentation,feed/food safety compliance for the intended use.	**Critical**. EU rules for animal by-products can require specific approved sources, establishments and certificates. Do not assume ordinary food-import documents are sufficient.
Japan	Japan	Confirm whether the product qualifies for an animal-quarantine exclusion based on its processing and intended use; obtain any required import/quarantine confirmation; food, feed or product-safety documentation as applicable.	**Critical**. Japan's Animal Quarantine Service specifically lists eggshell powder among examples that may meet its exclusion criteria. The actual product and process must satisfy the criteria.
Eastern Africa	Kenya, Tanzania, Uganda, Ethiopia, Rwanda, Mozambique	Import permit or veterinary approval where applicable; official health/processing certificate if required; COA, microbiology and heavy-metal reports; certificate of origin.	**High / country-specific.** Confirm whether the product is regulated as an animal by-product, feed ingredient, food ingredient or industrial mineral. Requirements vary by country and end use.
Western Africa	Nigeria, Ghana, Côte d'Ivoire, Senegal, Benin, Togo	Import authorisation where required; food/feed or veterinary registration as applicable; COA; microbiology and contaminant reports; certificate of origin and product label/specification.	**High / country-specific.** Confirm the competent authority's requirements and whether local product registration or a shipment-specific permit is required before dispatch.
GCC	UAE, Saudi Arabia, Qatar, Oman, Kuwait, Bahrain	Importer/product registration where applicable; feed or food approval according to end use; veterinary/health certificate if required; COA, certificate of origin and conformity documents where specified.	**High / country-specific.** Gulf countries do not share one universal eggshell-powder approval. The importer should verify requirements with the relevant national authority.
UAE	UAE	Importer registration; product registration or import approval where applicable; relevant veterinary/health documents; COA, product specification, certificate of origin and customs documents.	**High**. Confirm whether the product is entering as animal feed, food/nutraceutical ingredient, cosmetic raw material or industrial powder; that classification determines the approval route.
Saudi Arabia	Saudi Arabia	For feed use: applicable SFDA feed/product and establishment registration, import permit and required safety/quality reports. For food or other	**Critical for feed use**. SFDA regulates feed establishments, imported feed and non-medicated feed additives, including permits and safety controls.
Southeast Asia	Vietnam, Indonesia, Malaysia, Thailand, Philippines, Singapore	Import permit or product registration where applicable; veterinary/animal-by-product approval if required; COA, microbiological and heavy-metal reports; food/feed compliance documents according to intended use.	**High / country-specific.** There is no single ASEAN eggshell-powder certificate. Obtain written import requirements from the buyer and destination authority before shipping.
Central Asia	Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, Turkmenistan	Import permit where required; veterinary or sanitary documents where applicable; product specification, COA, certificate of origin and any required conformity declaration.	**High / country-specific**. Confirm whether the product is treated as an animal-derived material, feed ingredient or industrial calcium product and whether additional regional conformity requirements apply.

Documents to be Kept Ready by an Exporter

The documents depend on the product's intended use — animal feed, food/nutraceuticals, cosmetics, agriculture or industrial use — and the importing country. Confirm the HS classification with your customs broker before shipping.

Documents to be kept ready by the Exporter		
Document / Registration	**When it is Required**	**Why It Is Important**
IEC – Importer Exporter Code	For normal commercial exports from India	Basic authorization to export goods
Commercial Invoice	Every commercial export shipment	Shows buyer, seller, product, quantity, price and Incoterms
Packing List	When packing details are required	Provides package count, net/gross weight and packing details
Shipping Bill	Every export shipment cleared through Indian Customs	Main customs document for export clearance
Bill of Lading / Airway Bill	After cargo is handed to the carrier	Evidence of shipment and transport document
Certificate of Origin (CoO)	When required by the buyer/importing country or for preferential tariffs	Establishes the country of origin
Certificate of Analysis (CoA)	As required by the buyer or destination country	Confirms calcium content, moisture, purity and other agreed specifications
Microbiological & Heavy Metal Test Report	When required by the buyer, product use or destination regulations	Demonstrates safety against relevant microbial contamination and heavy metals
Veterinary / Official Health Certificate	When required by the importing country's animal-health authority	Certifies compliance with applicable animal-health requirements
Processing / Sterilization Declaration	When requested by the buyer or importing authority	Describes washing, heat treatment, sterilization and other processing steps
Import Permit / Product Registration	Where the destination country requires prior approval; usually coordinated with the importer	Confirms that the product is authorized for import
Food / Feed Safety Documents	Depending on whether the powder is intended for food, nutraceuticals or animal feed	Supports compliance with the rules for its intended use
SDS – Safety Data Sheet	When required by the buyer, carrier or destination rules	Provides product handling, storage and safety information
Organic Certificate	Only when selling as organic and recognized certification is required	Supports the organic claim and applicable market access

DID YOU KNOW?

White and Brown Eggshells Both Have Value

The color of an eggshell does not necessarily determine its calcium carbonate content. Research reports similar high calcium carbonate levels in both white and brown shells, making both potential raw materials for eggshell powder production.



Varieties of Egg Shell Powder and Their Benefits

From Eggshell Waste to a World of Opportunities

Variety / Grade	Typical Characteristics	Main Benefits / Selling Point
Raw / Basic Egg Shell Powder	• Cleaned, dried and ground shell • Natural composition	Low-cost calcium source; suitable for further processing
Feed Grade	• Controlled microbiology • Calcium-rich	Calcium/mineral supplement for poultry, livestock and pets
Agricultural Grade	• Ground calcium-rich shell • Suitable particle size	Soil calcium supplementation and soil-conditioning applications
Industrial Grade	• Controlled particle size • Lower purity requirements	Filler/mineral ingredient for selected industrial applications
Food / Nutraceutical Grade	• High purity • Hygienic processing • Controlled heavy metals & microbes	Calcium supplements and food fortification
Pharmaceutical Grade	• Very high purity • Controlled contaminants • Fine particle size	Calcium formulations and pharmaceutical applications
Cosmetic Grade	• Fine, clean, controlled particle size • Good whiteness	Toothpaste, scrubs, masks and mineral cosmetic formulations
Membrane-free Powder	• Eggshell membrane substantially removed • High calcium purity	Preferred where high calcium purity and consistent composition are required
Fine / Micronised Powder	• Very small particle size • Uniform texture	Better dispersion and smooth texture in cosmetics, nutraceuticals and formulations
Coarse Powder	• Larger particle size	Feed, agriculture and selected industrial applications

White-shell vs Brown-shell?

The colour is not a major commercial variety.
Purity, calcium content, microbiological safety, membrane removal and particle size are much more important to international buyers.

Country

Hellenic Republic - Greece

Greece, officially the Hellenic Republic, is a country located mostly on the Balkan peninsula of Southeastern Europe, with thousands of islands extending geographically to Asia Minor.

Greece has nine regions and up to 227 inhabited islands. Greece has the longest coastline on the Mediterranean. The Ionian Sea is west of the mainland, Albania northwest, and North Macedonia and Bulgaria north. Turkey is east both by land and the Aegean Sea. The capital, Athens, is the largest Greek city, followed by Thessaloniki and Patras.

At the crossroads of Europe, Asia and Africa, Greece is often considered the cradle of Western civilization, Western philosophy, and Western literature. Greece is the birthplace of democracy, historiography, political science, major scientific and mathematical principles, theatre, and the Olympic Games.

Greece is a developed country with an advanced high-income economy and a high standard of living. Shipping and tourism are major economic sectors, with Greece being the ninth most-visited country in 2024. Greece is part of multiple international organizations and forums.

Greece is the tenth member to join what is today the European Union in 1981. The country's rich historical legacy is reflected partly by its 21 UNESCO World Heritage Sites.



DID YOU KNOW?

Greece Imported More Than €82 Billion in Goods in 2025

Greece's total merchandise imports reached approximately €82.1 billion in 2025. Transport machinery and equipment, fuels, and chemicals were among the leading import categories—highlighting the scale and diversity of its demand for overseas goods.

Hellenic Republic (Greece)	
Basic Information	**Details**
Capital	Athens
Language	Greek
Currency	Euro
	1 EURO = 108.41 INR
	1 EURO = 1.12 USD
Major Cities	Thessaloniki, Patras, Heraklion,
	Larissa, Volos,
	Loannina, Chania
Time	2 hours & 30 minutes behind India
Day Light Saving Time (DST)	Yes
	One hour forward in March
	One hour behind in October
Time Zone	EET = Eastern European Standard Time
Income Group	High-income Economy
Indian Population	approx. 15,000

India – Greece Map



Bilateral Trade between India and Greece (2025)

- India's exports to Greece have been approximately USD 1.40 billion
- Greece's exports to India were approximately USD 1.45.49 million
- India remains Trade surplus with Greece

Top Products Exported and Imported

India - Greece Bilateral Trade	
India Exports to Greece	**Greece Exports to India**
Raw Aluminium	Refined Petroleum
Electric Motor Parts	Scrap Aluminium
Telephones	Recovered Paper
Nitrogen Heterocyclic compounds	Marble, Traveltine, Alabaster
Nueclei Acid	Scrap Iron
Coated Flat Rolled Iron	Scrap Copper
Unglazed Ceramics	Glucerol
Other Engines	Other Fruits
Molluscs	Packaged Medicaments
Electrical Transformers	Electric Batteries
Rubber Tyres	Hormones
Raw Tobacco	Raw Cotton
Coffee	Medical Instruments
Source: OEC 2024	

DID YOU KNOW?

Greece Is a Gateway to European Markets

Greece is an EU member, and the EU accounted for 55.6% of Greek imports in 2025. For Indian exporters, this makes Greece a market worth exploring—but EU product standards, customs rules and import requirements must be met.

Product Categories Requiring Caution

The following may offer large sales but are not the easiest starting point:

- Finished pharmaceuticals.
- Medical devices and surgical supplies.
- Supplements making health claims.
- Raw agricultural products requiring SPS approval.
- Electrical products requiring CE certification.
- Auto parts requiring technical validation and warranty support.
- Chemicals and Fertilizers
- Processed Food

Recommended Products to be exported from India to Greece for an SME			
Priority	**Product / Sector**	**Product Examples**	**Why Is This Suitable for an SME?**
1	Spices and Food Ingredients	Turmeric, cumin, coriander, chilli powder, spice blends	Easy to source from established Indian processors. SMEs can start with a limited product range and approach food importers and wholesalers.
2	Home Textiles and Furnishings	Kitchen towels, bed linen, cotton towels, cushion covers, table linen	India has an established textile manufacturing base. SMEs can offer custom designs, private labels and manageable product assortments.
3	Basmati Rice	Bulk basmati rice, packaged rice	Existing trade with Greece and established Indian suppliers. Suitable if the exporter can compete on landed cost and manage working capital.
4	Cashew Kernels	Whole cashews, broken cashews, bulk kernels	Established Indian processing and supply chains. Potential for repeat orders from food importers and processors.
5	Processed Vegetables and Foods	Preserved gherkins, dehydrated vegetables, processed vegetables	Indian processors can supply export-ready products. Potential buyers include food wholesalers, manufacturers and distributors.
6	Leather Goods and Accessories	Wallets, belts, handbags, cardholders	SMEs can source finished goods from Indian manufacturers and differentiate through design, branding and packaging.
7	Ceramic Products	Ceramic tableware, decorative ceramics, selected tiles	Existing trade and a broad supplier base. SMEs should consider packaging, breakage risk and shipping costs.
8	Plastic Products and Packaging	Plastic containers, packaging articles, household plastic products	Multiple industrial and consumer applications. Suitable for SMEs with reliable suppliers and competitive quotations.
9	Aluminium Products	Aluminium profiles, sheets, coils, components	High existing trade value. However, material costs, working capital and technical specifications may make entry more challenging.
10	Electrical Equipment and Components	Cables, connectors, switches, selected components	Established market, but buyers may require testing, certifications and strict technical specifications.
11	Pharmaceutical Products	Eligible pharmaceutical formulations and medicines	Significant trade value, but EU authorisation and regulatory requirements make this difficult for inexperienced exporters.

Quality Certificates and Registrations Required for Exporting to Greece (EU)

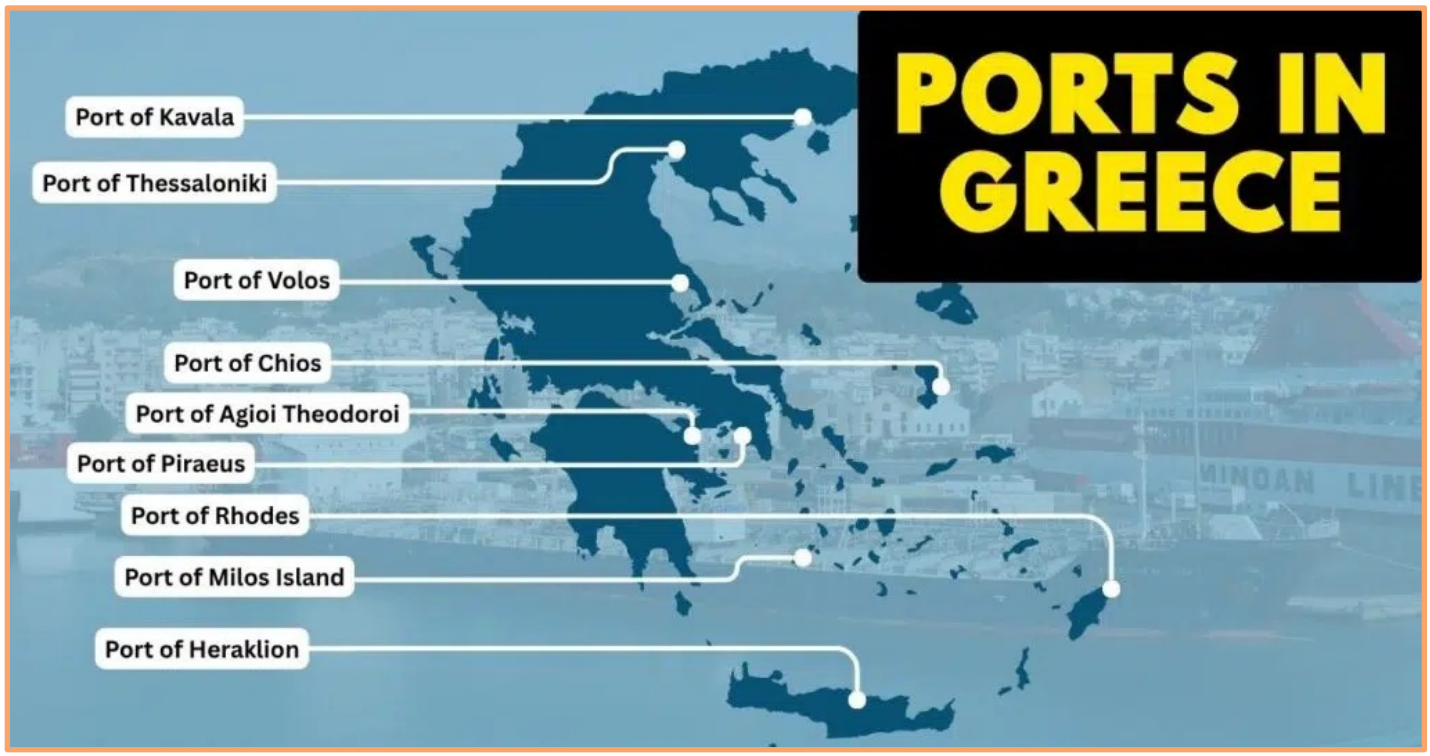
Sector / Product	Certificate / Registration / Requirement in India	Issuing Authority in India	Greece – Mandatory Compliance / Registration
Agricultural Products – Fresh Fruits, Vegetables, Seeds, etc.	IEC; APEDA RCMC for scheduled products; phytosanitary certificate and testing where applicable	DGFT; APEDA; Plant Quarantine / DPPQS	EU phytosanitary certificate for regulated plants and plant products; pest-control requirements and possible import restrictions. Seed varieties may require specific EU listing or marketing compliance.
Agricultural / Animal Products – Meat, Dairy, Honey, Animal-origin Products	IEC; APEDA RCMC where applicable; veterinary/health certificates and establishment approvals where required	DGFT; APEDA; DAHD; AQCS	EU-approved country and establishment status, official veterinary/health certificates and border inspection may be required. Eligibility must be checked for the specific product and origin.
Processed Food & Beverages	IEC; FSSAI licence; APEDA RCMC for scheduled products; product-specific laboratory reports	DGFT; FSSAI; APEDA; EIC/EIA where applicable	EU food safety, hygiene, contaminant and residue limits; ingredient and allergen declarations; traceability and food labelling rules. Greek-language information may be required for consumer sales. Certain products face additional import controls.
Organic Food / Organic Agricultural Products	IEC; APEDA RCMC where applicable; recognised organic certification for products marketed as organic	DGFT; APEDA; accredited organic certification bodies	EU organic production and certification rules apply. An electronic Certificate of Inspection (e-COI) through TRACES is required for organic imports. Indian certification alone does not automatically establish EU organic compliance.
Textiles & Garments	IEC; relevant EPC/RCMC where applicable; product testing and buyer-required certifications	DGFT; Textile Committee; relevant EPC; BIS where applicable	EU textile fibre-composition labelling; REACH restrictions on certain chemicals; general product safety and applicable packaging obligations. CE marking is not generally required for ordinary garments.
Leather, Footwear & Leather Goods	IEC; relevant EPC/RCMC where applicable; chemical and product testing as required	DGFT; Council for Leather Exports; accredited laboratories	REACH restrictions on chemicals, including certain chromium compounds and restricted azo dyes; consumer product safety and applicable labelling rules. Additional requirements may apply to protective footwear.
Plastic & Plastic Products / Packaging	IEC; BIS certification only where covered by applicable Indian QCO; material and food-contact testing where required	DGFT; BIS; NABL-accredited laboratories	EU rules on packaging and packaging waste, chemical restrictions and food-contact materials where applicable. Single-use plastics and certain packaging formats face specific restrictions. Confirm requirements for the intended use.
Electrical & Electronic Products	IEC; BIS certification/registration where Indian QCO applies; relevant test reports	DGFT; BIS; recognised laboratories	CE marking and EU Declaration of Conformity where applicable; relevant electrical safety, electromagnetic compatibility, RoHS and WEEE obligations. The exact requirements depend on the product category.
Auto Parts & Accessories	IEC; relevant automotive EPC registration where applicable; product testing and certification depending on component	DGFT; relevant EPC; ARAI/ICAT or other recognised testing agency, where applicable	EU vehicle type-approval or component approval may apply to regulated automotive parts. Requirements differ between safety-critical components, replacement parts and general accessories.
Machinery & Industrial Equipment	IEC; BIS certification only where an Indian QCO applies; technical documentation and test reports	DGFT; BIS; NABL-accredited laboratories	Applicable EU machinery safety and conformity-assessment requirements; CE marking, technical documentation, risk assessment and instructions where required. Other rules may apply to electrical, pressure or noise-related equipment.
Chemicals / Industrial Chemicals	IEC; chemical-specific licences where applicable; Safety Data Sheet (SDS); testing and BIS certification only where required	DGFT; BIS; CPCB/State authorities or other regulators depending on chemical	REACH registration or other obligations may apply to the EU importer or an appointed Only Representative; CLP classification, labelling and packaging; SDS and authorisation/restriction checks as applicable.
Pharmaceuticals / Medicines	IEC; applicable CDSCO permissions; WHO-GMP or other quality documents; Certificate of Pharmaceutical Product (CPP) where required	DGFT; CDSCO; State Drug Controller	Relevant EU marketing authorisation, GMP and import requirements apply. The EU importer/import authorisation holder must meet applicable requirements; national or centralised authorisation routes depend on the medicine. Herbal medicinal products have their own regulatory pathway.
Medical Devices / Healthcare Products	IEC; CDSCO registration/licence where applicable; ISO 13485 where relevant; Free Sale Certificate or other documents if required	DGFT; CDSCO; State Licensing Authority	EU Medical Device Regulation (MDR) or In Vitro Diagnostic Regulation (IVDR), as applicable; CE marking, conformity assessment and authorised representative requirements for non-EU manufacturers. Relevant EUDAMED registration obligations apply.

Useful websites for Buyer Finding in Greece

For a new Indian exporter, the best approach is to combine B2B marketplaces, Greek business directories, trade-data platforms and official business matchmaking networks. Prioritise free or low-cost research before paying for buyer databases.

Useful Websites for Finding Buyers in Greece		
Organization / Platform	**Website**	**Why and for What the website is useful for exporters**
Europages	https://www.europages.gr/en	Search Greek and European importers, wholesalers, distributors and potential B2B buyers by product category.
Greek Exporters	https://www.greekexporters.gr/	Search Greek companies by product and business activity. Useful for finding potential trade partners across multiple industries.
Enterprise Europe Network (EEN)	https://een.ec.europa.eu/	Find international business partners, distributors and commercial cooperation opportunities through its partner network.
Kompass Greece	https://gr.kompass.com/	Identify companies by industry, activity and location. Useful for building targeted lists of importers and distributors.
Enterprise Greece – Business Matchmaking	https://www.enterprisegreece.gov.gr/en/trade/trade-services/	Explore business matchmaking services and official trade-promotion initiatives to identify potential Greek business partners.
ITC Trade Map	https://www.trademap.org/	Analyse Greece's imports by HS code, value and supplying country. Helps identify promising products and target markets before searching for individual buyers.
Athens Chamber of Commerce and Industry (ACCI)	https://www.acci.gr/	Connect with companies in Athens across trading, manufacturing and services.
Thessaloniki Chamber of Commerce and Industry	https://www.ebeth.gr/en	Useful for identifying businesses in Thessaloniki and northern Greece.
Piraeus Chamber of Commerce and Industry	https://www.pcci.gr/	Relevant for trading companies and businesses near the major port of Piraeus.
Athens Chamber of Small and Medium Industries	https://www.acsmi.gr/	Connect with small and medium-sized industrial businesses and manufacturers.
Hellenic Food and Drink Industry Association (SEVT)	https://www.sevt.gr/en/	Relevant for food ingredients, spices, processed foods, packaging materials and food-industry supply opportunities.
Greek International Business Association (SEVE/GIBA network)	https://www.giba.gr/	Explore international business connections and cooperation opportunities with Greek companies.

Major Seaports of Greece





India's Agrochemical Industry — A Sourcing Guide

India is the **world's 4th largest producer and 2nd largest exporter of agrochemicals** (pesticides, technicals, insecticides, fungicides, and herbicides).

Agrochemical products represent a critical pillar of modern agriculture, encompassing **crop protection** (insecticides, herbicides, fungicides, and fumigants) and **crop nutrition** (fertilizers, micronutrients, biostimulants, and soil conditioners). These chemical and biological inputs shield crops from pests, weeds, and pathogens while correcting nutrient deficiencies to maximize harvest yields per acre.

In India, agrochemical manufacturing has transformed from an import-dependent secondary sector into a highly sophisticated, export-driven global powerhouse. Combining low-cost chemical synthesis with large-scale formulation capacity, India supplies both high-volume generic crop protection solutions and complex active ingredients (AIs) to over 140 countries.

The industry's manufacturing and export ecosystem is highly concentrated in states that offer direct port access, PCPIRs (Petroleum, Chemicals and Petrochemicals Investment Regions), and strong chemical supply chains.

India's Market Size and Growth Outlook

The Indian agrochemicals market is one of the fastest-growing segments within the broader chemical industry:

- **Export Share:** The industry is heavily export-oriented. Over 50% of the technical-grade chemicals synthesized in India are exported globally, generating USD 4.5 Billion to USD 5.5 Billion in annual foreign exchange.
- **Projected Growth:** The market is expanding at a Compound Annual Growth Rate (CAGR) of 6.6% to 8.1%, projected to reach USD 13.2 Billion to USD 17.2 Billion by 2031.

Product Varieties

Varieties of AgroChemicals and Its Application		
Agrochemical Category	**Primary End-Use Products**	**Primary Application Industries**
Insecticides	Imidacloprid, Chlorpyrifos, Cypermethrin	Cotton, Rice, Storage Warehouses, Public Health
Herbicides	Glyphosate, Pendimethalin, 2,4-D	Cereals, Tea/Coffee Estates, Railways/Infrastructure
Fungicides	Mancozeb, Tebuconazole, Copper Salts	Orchards, Vegetables, Post-Harvest Export Dipping
PGRs & Biostimulants	Gibberellic Acid, Seaweed Extracts	Grape & Fruit Orchards, Tissue Culture, Seed Production
Fertilizers & Micronutrients	NPK, Chelated Zinc, Magnesium Sulfate	Broad-Acre Farming, Drip Fertigation, Hydroponics
Bio-Pesticides	Azadirachtin, *Trichoderma* , Bt	Organic Farming, IPM Export Crops, Home & Garden

DID YOU KNOW?

India Exports More Agrochemicals Than It Uses at Home India exports over 50% of the agrochemicals it produces to more than 140 countries.

What India Exports the Most:

Under the broader Agrochemicals trade umbrella (HS Code 3808), **Insecticides** and **Herbicides** represent the largest exported sub-categories, accounting for the lion's share of India's total agrochemical export revenue (~60%–65% combined), followed closely by **Fungicides** (~22%–25%).

Top 5 Agrochemical Export Products (Active Ingredients / Technical Grade)

Below are the **top 5 individual agrochemical active ingredients (AIs)** exported from India, ranked by export volume and total foreign exchange contribution, along with their estimated **2025–26 export values (in USD Million)** and percentage share within India's total technical-grade agrochemical exports:

What India Exports the Most				
Rank	**Export Product (Active Ingredient / Technical)**	**Category**	**Estimated Export Value (2025–26)**	**Share of Agrochemical Active Ingredients Export (%)**
1	**Mancozeb** *(Broad-spectrum contact fungicide)*	Fungicides	**~$480 – $530 Million**	**~10.5%**
2	**2,4-D (2,4-Dichlorophenoxyacetic acid)** *(Systemic selective herbicide)*	Herbicides	**~$410 – $450 Million**	**~9.0%**
3	**Cypermethrin & Alphacypermethrin** *(Synthetic pyrethroid insecticides)*	Insecticides	**~$360 – $400 Million**	**~8.0%**
4	**Chlorpyrifos** *(Organophosphate insecticide)*	Insecticides	**~$310 – $340 Million**	**~6.8%**
5	**Acephate** *(Systemic organophosphate insecticide)*	Insecticides	**~$270 – $300 Million**	**~6.0%**

Sourcing Guide – Indian States

Sourcing Guide for Agrochemical Production and Exports		
State	**Key Industrial Hubs / Cities**	**Manufacturing & Export Share**
Gujarat	Bharuch (Dahej PCPIR), Ankleshwar, Vapi, Panoli	**> 50%** of India's chemical & agrochemical production
Maharashtra	Navi Mumbai (MIDC), Tarapur, Taloja, Roha, Dombivli, Lote Parshuram	**15% – 20%** of national production
Andhra Pradesh & Telangana	Vizag–Kakinada PCPIR (AP), Hyderabad & Pashamylaram (Telangana)	Major share in technical synthesis & CSM
Tamil Nadu	Cuddalore (SIPCOT estate), Ranipet, Chennai hinterland	Significant share in specialty formulations & bio-pesticides
Rajasthan	Bhiwadi, Alwar, Udaipur industrial belts	Emerging inland contract manufacturing hub

DID YOU KNOW?

India Surpassed Japan to Become the World's 3rd Largest Exporter India stands as the 3rd largest exporter of agrochemicals globally, generating over $3.3 billion annually.

Sourcing Guide and Importing Countries			
Agrochemical Category	**Primary Sourcing Districts / Hubs in India**	**Top Export Destination Countries**	**Primary Application Industries**
Insecticides	**Dahej, Ankleshwar, Bharuch, Vapi** (Gujarat) **Navi Mumbai, Tarapur, Lote Parshuram** (Maharashtra) **Hyderabad, Pashamylaram** (Telangana)	Brazil, USA, China, Vietnam, Indonesia, Nigeria, South Africa	Cotton, Rice, Wheat, Storage Warehouses, Public Health
Herbicides (Weedicides)	**Dahej, Panoli, Ankleshwar** (Gujarat) **Bhiwadi, Alwar** (Rajasthan) **Vizag–Kakinada PCPIR** (Andhra Pradesh)	USA, Brazil, Argentina, Australia, Colombia, Thailand, Canada	Cereals, Soybean, Tea & Coffee Estates, Railways/Infrastructure
Fungicides	**Ankleshwar, Vapi, Bharuch** (Gujarat) **Roha, Taloja** (Maharashtra) **Cuddalore** (Tamil Nadu)	Brazil, France, Germany, USA, Italy, Mexico, Chile	Orchards (Grapes, Apples), Vegetables, Post-Harvest Fruit Dipping
Nematicides, Rodenticides & Fumigants	**Vapi, Ankleshwar** (Gujarat) **Thane, Dombivli** (Maharashtra)	USA, Vietnam, Egypt, UAE, Turkey, Indonesia	Grain Warehousing, Shipping Cargo Containers, Seedbed Agriculture
Synthetic & Specialty Fertilizers	**Dahej, Vadodara** (Gujarat) **Vizag** (Andhra Pradesh) **Kota** (Rajasthan)	Nepal, Bangladesh, Kenya, Vietnam, Sri Lanka, Malaysia	Broad-Acre Farming, Drip Irrigation (Fertigation), Commercial Greenhouses
Micronutrients & Soil Conditioners	**Salem, Coimbatore** (Tamil Nadu) **Mehsana, Rajkot** (Gujarat) **Bellary** (Karnataka)	USA, UAE, Vietnam, Netherlands, South Africa, Thailand	Precision Agriculture, Soil Reclamation, Soilless Hydroponics
Plant Growth Regulators (PGRs) & Biostimulants	**Ankleshwar, Ahmedabad** (Gujarat) **Navi Mumbai, Nashik** (Maharashtra) **Coimbatore** (Tamil Nadu)	USA, Spain, Italy, Australia, Vietnam, Brazil	High-Value Horticulture (Grapes, Mangoes), Hybrid Seed Production
Bio-Pesticides & Eco-Friendly Protection	**Erode, Karur, Coimbatore** (Tamil Nadu) **Hyderabad** (Telangana) **Bengaluru rural** (Karnataka)	USA, Germany, Netherlands, Italy, UK, Japan, Australia	Certified Organic Farming, IPM Export Crops, Home & Urban Gardening

DID YOU KNOW?

Latin America & the US Are India's Biggest Chemical Buyers Latin America (led by Brazil) and North America (the US) consistently account for over half of all agrochemicals exported from India.

OVERVIEW OF INDIAN AGROCHEMICALS:

MAIN CATEGORIES, BRIEF DESCRIPTIONS, & TOP EXPORT DESTINATIONS



INSECTICIDES

Kill or repel insect pests.

- Protect crops from damaging insects.
- Ensure food safety.
- E.g., Neonicotinoids, Pyrethroids.

TOP INDIA EXPORT DESTINATIONS:

- USA
- Brazil
- Vietnam



HERBICIDES

Control or destroy unwanted vegetation (weeds).

- Reduce competition for water and nutrients.
- Increase crop yields.
- E.g., Glyphosate, Paraquat.

TOP INDIA EXPORT DESTINATIONS:

- USA
- Argentina
- Australia
- Thailand



FUNGICIDES

Prevent and cure fungal diseases.

- Stop crop deterioration and rot.
- Improve product quality.
- E.g., Tebuconazole, Mancozeb.

TOP INDIA EXPORT DESTINATIONS:

- France
- Mexico
- Italy
- China



PLANT GROWTH REGULATORS (PGRs) & BIOSTIMULANTS

Enhance plant growth & development.

- Boost photosynthesis & metabolism.
- Improve stress tolerance.
- Increase flowering & fruit set. E.g., Gibberellic Acid, Seaweed Extracts.

TOP INDIA EXPORT DESTINATIONS:

- USA
- Japan
- South Africa

Market Selection

Selecting the Right Country (or Market) to Export your Product

Country selection is one of the most crucial steps in international trade, as it determines the success and sustainability of an export business.

Choosing the right country helps exporters identify markets where demand for their product exists, the business environment is stable, and trade regulations are favorable.

A well-chosen country minimizes risks related to payments, logistics, and compliance, while maximizing profitability and long-term relationships.

On the other hand, exporting to the wrong country—one with political instability, poor financial systems, or unfavorable trade policies—can lead to delays, losses, and even non-payment.

Therefore, a systematic country selection process ensures that the exporter allocates resources efficiently and builds a strong international presence in markets that align with their product potential and business strategy.

While the terms country and market are often used interchangeably in international trade, they have a slight difference.

Example: I am exporting my product to Germany, and Europe is my market.

After one has finalized the product, it is time to select a country or a market to export it.

Selecting a country to export product – Step by Step process:

Finding whether a country is suitable for your product is one of the first and most important steps before exporting. It means checking if that country has **demand, affordability, easy trade access,** and low risks for your business.

Here's a **simple step-by-step list** with clear explanations and an example at the end.

1. Check Product Demand

What to do:
See if people or businesses in that country actually need or buy your product.
How to check:
Use trade data websites like Trade Map, or India Trade Portal to see how much of your product is imported by that country.
Example: If you make cotton tote bags, and you see that France and Germany import large quantities of eco-friendly bags, it means there's demand.

2. Study the Market Trend

What to do:
Look for whether the demand is growing, stable, or declining.
How to check:
Search online for "Market trend for [your product] in [country]". Reports from **Tridge, Statista,** or **Mordor Intelligence** are helpful.
Example: If data shows that Germany's eco-friendly bag imports are rising 15% each year, that's a positive trend.

3. Analyze Competition

What to do:

Find out who else is already selling the same product there — local makers or exporters from other countries.

How to check:

Check import statistics or visit **B2B portals like Alibaba, Global Sources,** or **TradeIndia** to see competing suppliers.

Example: If China and Bangladesh are already big exporters of tote bags to Germany, you'll need to find a niche (e.g., premium handmade cotton bags).

4. Study Import Duties and Trade Barriers

What to do:

Check how much import tax (duty) that country charges on your product.

How to check:

Visit **https://macmap.org** (Market Access Map by ITC) or **India Trade Portal** →Market Access → Tariff Finder / Import Duty in the Buyer's Country

Example: If Germany's import duty on cotton bags is 0% under the EU GSP (Generalized System of Preferences), that's a cost advantage.

5. Analyze Pricing and Purchasing Power

What to do:

Check if buyers can afford your product and what price they usually pay.

How to check:

See retail prices online on Amazon or local marketplaces in that country.

Example: If eco-bags in Germany retail for ₹600 each and you can supply at ₹250, you're competitively priced.

6. Review Cultural Suitability

What to do:

See if your product fits the local culture, climate, and market trends.

Example: Exporting woolen shawls to tropical countries may not make sense. Similarly, some countries ban plastic packaging or require eco-labels.

7. Check for Trade Agreements

What to do:

Find out if India has a **Free Trade Agreement (FTA)** with that country — it helps reduce tariffs and paperwork.

Example: India has trade benefits with Japan under the **CEPA**, which helps tempt buyers to procure products from India without import duties.

There are a few more considerations before one shortlists countries or market:

Check the following:

1. Distance between Loading port and destination port
2. Type of packaging norms the buyer's country has
3. Mode of transport you are using
4. Political and economic stability of the buyer's country

Unlike the domestic business, in International Trade one needs to follow the product selection and the right market selection. This is very important.

Success in international trade will depend upon:

1. Selection of the right product
2. Procurement of the product from the wholesaler
3. Selecting the right country or the market



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An Export Import Development Center



Video Link


EXPORT GROWTH PLAN
FEEDBACK
iiiEM
An Export Import Development Center
MR. KAVUSIK
iiiEM - Chennai


EXPORT GROWTH PLAN FEEDBACK
iiiEM
An Export Import Development Center
MR. SUNIL LALWANI
iiiEM - EGP

Exporter's Corner

INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

iiiEM

An Export Import Development Center



Nitesh More

- Location - Pune
- Product - Finger Turmeric
- Country - Singapore & Malaysia



Tejoram

- Location - Salem-Tamilnadu
- Product - Epson Salt
- Country - Malaysia



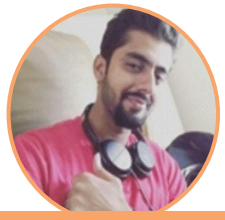
Vatsal Gajera

- Location - Surat
- Product - Onion Export
- Country - Dubai



Rahul Patel

- Location - Mehsana
- Product - Cotton - Export
- Country - China



Faiz Khan

- Location - Mumbai
- Product - Banana Onion - Export
- Country - UAE

Student Placement

iiiEM

An Export Import Development Center



Bhargav Vora

- Location - Ahmedabad
- Job Location - Ahmedabad
- Designation - Export Executive
- Industry - Export Import



Smit Lad

- Location - Surat
- Job Location - Surat
- Designation - Trainee - Export Import
- Industry - Shipping Logistics



Karan Chavda

- Location - Jamnagar
- Job Location - Rajkot
- Designation - Export Marketing Executive
- Industry - Manufacturing & Export



Pavan Vatalia

- Location - Vadodara
- Job Location - Vadodara
- Designation - Business Development Executive
- Industry - Shipping Logistics



Tanay Shroff

- Location - Mumbai
- Job Location - Mumbai
- Designation - Export Assistant
- Industry - Export Import

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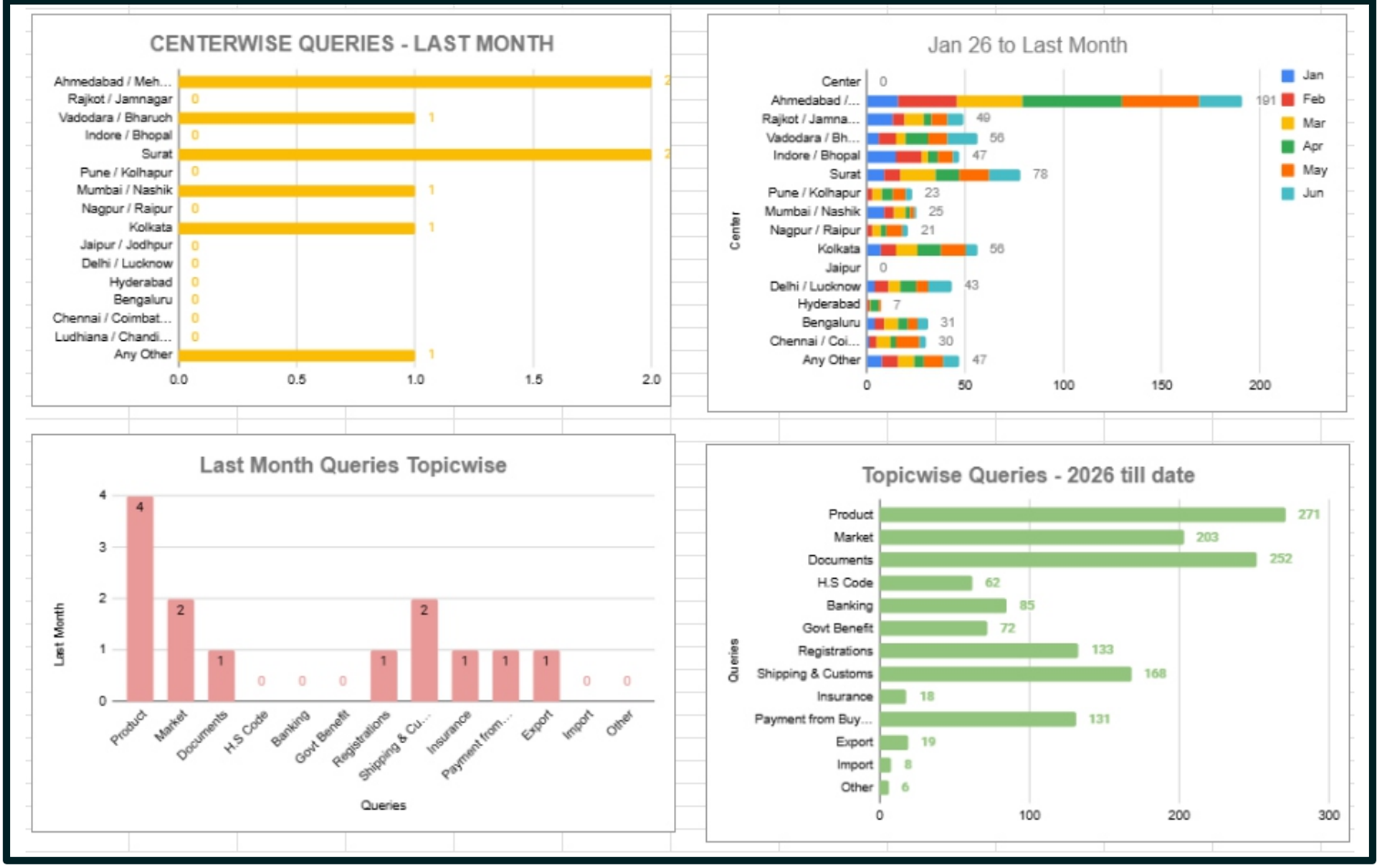
iiiEM Support Data Analysis

iiiEM offers a lot of Support Services - Lifetime Free - for the participants and associates.

We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' neds, improving our deliverables and services.

We bring for you here the analytical reports of the iiiEM Free Lifetime Services for the month.

Technical Support Chart



INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

iiiEM

An Export Import Development Center

SUPPORT SERVICES INCLUDES -



LIVE i CONNECT SESSIONS
Special Sessions on Zoom, every 15 Days

DEDICATED i SUPPORT ASSISTANCE
Telephonic Personalized Support

PORT VISIT & FACTORY VISIT OPPORTUNITIES
Own Factory Visit

REPEATED BATCH SESSIONS FOR REVISION
Repeat Sessions whenever needed

JOB ASSISTANCE
–

RECORDED LEARNING SESSIONS

EXPORT DOCUMENTATION SET-UP
IEC, MSME, GST, RCMC & Port Registration

PRODUCT & MARKET RESEARCH REPORTS WITH BUYER DATA

DIGITAL BUSINESS SET-UP
Build Your Online Export Presence

HANDHOLDING SUPPORT FOR YOUR FIRST 5 SHIPMENTS
We are with you in your initial export journey

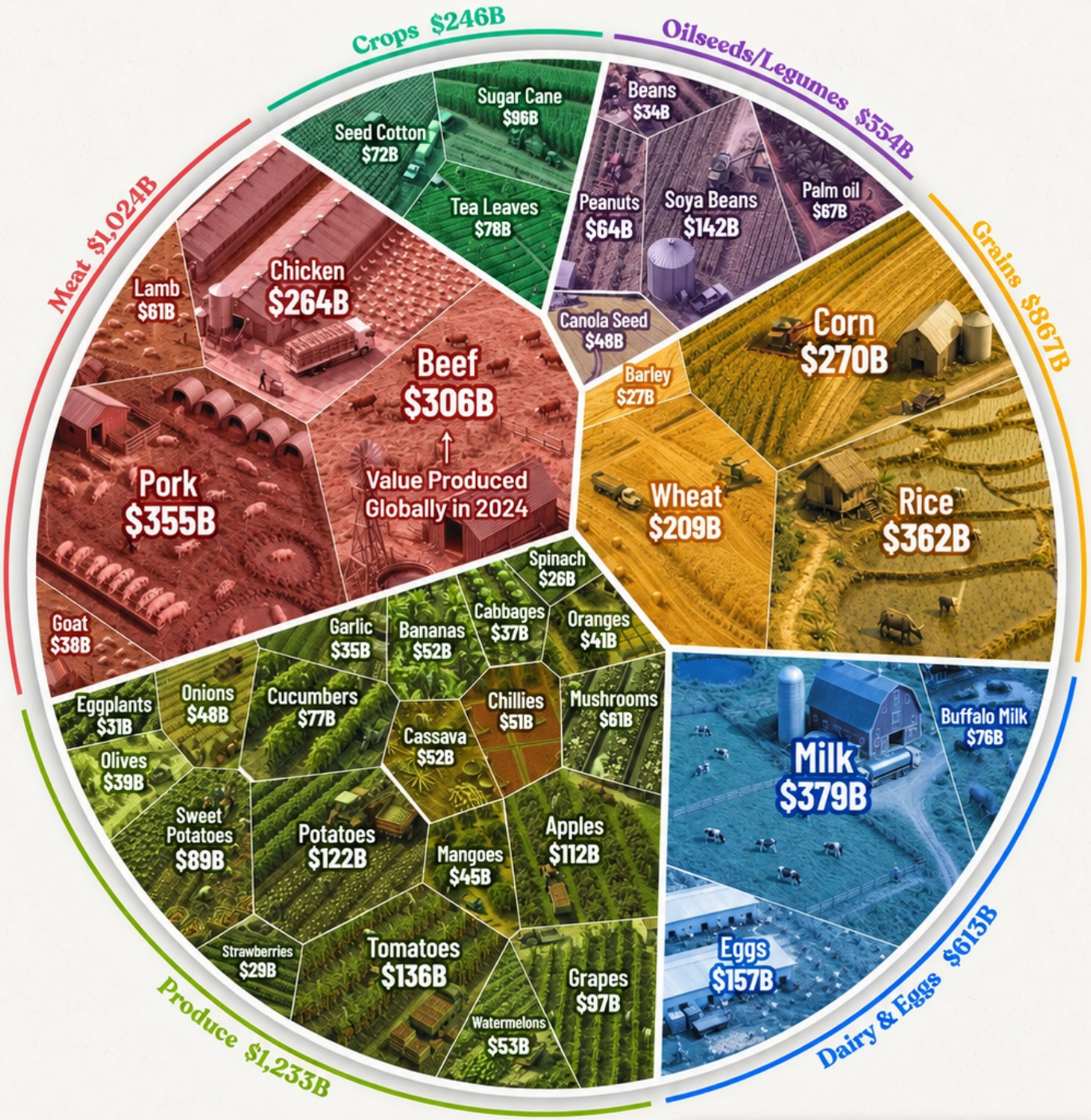
EXPORT EXECUTION
End-to-End Guidance for Successful Export

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THE WORLD'S 40

Most Valuable Food Commodities



Figures are in USD. Represents gross production value.
Latest available data as of July 2026.

Source: Food and Agriculture Organization of the United Nations

TOP 40 TOTAL
Gross production value 2024 **$4.3T**

VISUAL CAPITALIST