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Export Pulses from India

High global demand for protein-rich pulses presents a profitable export opportunity for Indian entrepreneurs.

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Why Pulses Make an Ideal Export Business



Plant Protein Powerhouse

Pulses are a major source of plant-based protein, meeting growing global demand for healthy, sustainable nutrition.



Long Shelf Life

Easy storage and transportation with minimal spoilage, making logistics simple and cost-effective for international trade.



Global Market Demand

Strong international demand for healthy, nutritious foods drives consistent export opportunities worldwide.



Stable Pricing

Relatively stable international market prices reduce risk and provide predictable revenue streams for exporters.

Top Pulses for Export from India

India leads global production of several pulse varieties with established international markets.



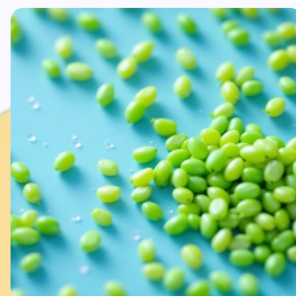
Chickpeas(Chana)

India produces over 70% of global chickpeas, with strong demand in Middle East and Europe.



Red Lentils (Masoor)

Fast-cooking variety popular in Middle Eastern and South Asian cuisines worldwide.



Green Gram (Moong)

Versatile pulse used in dals, sprouts, and snacks across Asian and Western markets.



Pigeon Pea (Toor)

Staple pulse in Indian cuisine with growing demand in African and Caribbean markets.



Yellow Peas

Popular in European and North American markets for soups, salads, and plant-based proteins.

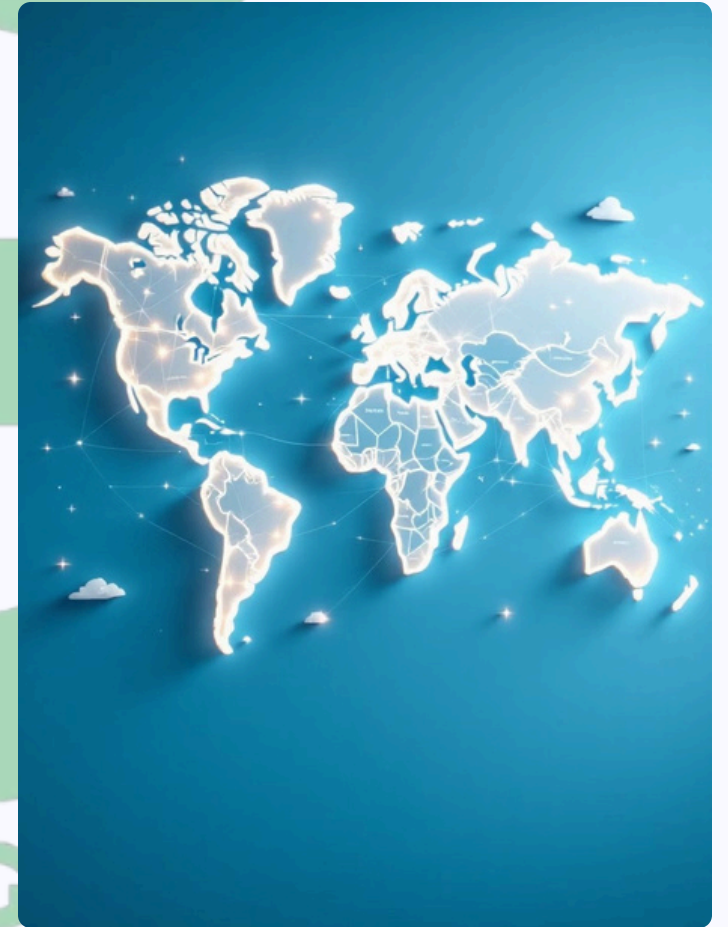
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Major Importing Countries

Top Buyers of Indian Pulses

- **United Arab Emirates**–Largest importer for re-export and local consumption
- **Saudi Arabia** – High demand for chickpeas and lentils
- **Bangladesh** – Proximity and cultural preferences drive volume
- **Malaysia** – Growing market for packaged and branded pulses
- **Nepal** – Traditional trade routes and consistent demand

These countries account for over 60% of India's total pulses exports.



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A close-up, slightly blurred image of a desk. On the desk, there's a laptop, several papers (one with a pie chart), a pen, and some fruit (apples and oranges). The lighting is bright and natural.

Essential Export Documents

01

Import Export Code (IEC)

Obtain from Directorate General of Foreign Trade – mandatory for all exporters

02

APEDA Registration

Register with Agriculture and Processed Food Products Export Development Authority

03

FSSAI License

Food Safety and Standards Authority of India certification for compliance

04

Phytosanitary Certificate

Issued by Agricultural Department confirming pulses meet import country standards

How to Find International Buyers



B2B Platforms

Alibaba, India MART, and Trade India connect exporters with global buyers



Trade Fairs

International food exhibitions and agricultural shows for direct networking



Business Networks

Chambers of commerce and export promotion councils provide leads

Key B2B Platforms

- Alibaba.com – Largest global marketplace
- IndiaMART – Domestic buyer connections
- TradeIndia – Agricultural focus
- ExportersIndia – Verified buyers

Major Trade Events

- Gul food Dubai – World's largest food show
- SIAL Paris – International food exhibition
- ANUGA Cologne – Global food fair SIAL
- India – Domestic gateway to exports

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Smart Strategies to Maximise Profits

Branded Packaged Dal

Process raw pulses into branded, packaged products with attractive labelling. This adds 30-40% value compared to bulk exports.

Organic Certification

Obtain organic certification for pulses grown without chemicals. Organic pulses fetch 50-70% premium in European and North American markets.

Ready-to-Cook Mixes

Create value-added products like pulse-based meal kits, instant dals, and cooking blends. These products command 2-3x margins over raw pulses.



Key Success Factors



Quality Standards

Maintain consistent quality, proper grading, and moisture control to meet international specifications.



Certifications

Invest in organic, non-GMO, and food safety certifications to access premium markets.



Logistics

Partner with reliable freight forwarders and ensure proper packaging for long-distance transport.



Relationships

Build strong relationships with buyers through consistent supply, timely delivery, and excellent service.

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Ready to Start Your Pulses Export Business?

Next Steps

1. Obtain IEC and necessary registrations
2. Identify target pulses and markets
3. Connect with buyers on B2B platforms
4. Start with small trial shipments
5. Scale operations based on demand



The pulses export market offers stable demand, good margins, and strong growth potential. Start small, focus on quality, and build your export business progressively.



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