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SUGAR EXPORT BUSINESS

Turn Indian Sugar Into a Global
B2B Opportunity 🌍

Export



WHY SUGAR?

India has a large sugar industry with established mills and supply chains.



 Global demand



 Bulk & retail opportunities



 Strong Indian production



 B2B buyer potential



But: Export rules can change, so check the latest government policy before trading.

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WHAT CAN YOU EXPORT? 🍬

Popular sugar categories:

- | | |
|---|---|
| ☒ Refined White Sugar | ☒ Cane Sugar |
| ☒ Raw Sugar | ☒ Icing Sugar |
| ☒ Brown Sugar | ☒ Specialty Sugar |
| ☒ Organic Sugar | |

Example: ICUMSA specifications may be required by international buyers.

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WHERE TO SOURCE?

You don't need your own sugar factory.

Find established suppliers in major producing states:

  Maharashtra

  Uttar Pradesh

  Karnataka

  Gujarat

  Tamil Nadu

Compare price + quality + MOQ + capacity + export experience.

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WHO BUYS SUGAR?

Potential international buyers include:

 Beverage Companies Confectionery
Manufacturers Food Processors Distributors Sugar Importers Commodity Traders

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Focus on verified B2B buyers.

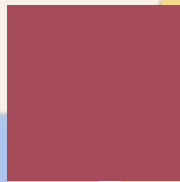


HOW TO FIND BUYERS?

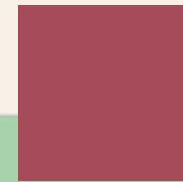
Use multiple channels:



 B2B Platforms



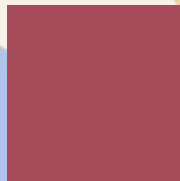
 Import Data



 LinkedIn



 Direct Email



 Trade Fairs



 Distributor Networks

Research → Verify → Connect → Negotiate

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PACKAGING

Common options include:

- ◆ 25 kg bags
- ◆ 50 kg bags
- ◆ 1 MT jumbo bags
- ◆ Customized packaging
- ◆ Bulk shipments

Packaging should protect sugar from moisture and contamination.



EXPORT DOCUMENTS

Typical requirements may include:

-   IEC
-   Commercial Invoice
-   Packing List
-   Shipping Bill
-   Bill of Lading
-   Certificate of Origin
-   Quality/Inspection Documents

Requirements vary by destination and current regulations.

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HOW DOES THE BUSINESS WORK?



You can operate as a merchant exporter by sourcing from manufacturers.

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PROFIT FORMULA

EXPORT SELLING PRICE

Supplier Price

- Packaging

- Inland Transport

- Documentation

- Freight

- Finance & Other
Costs

- Margin

= Export Price

⚠️ Commodity margins can be sensitive to market prices and freight costs.



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