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FOOD CONTAINERS EXPORT BUSINESS

Turn everyday packaging into a
global export opportunity 🌍

A Practical Export Business Idea From India

🌍 Supply food packaging to restaurants, distributors & food-service companies worldwide.

By Harsh Dhawan





Popular Product Categories

PP Food Containers

Bagasse Containers 

Kraft Food Boxes

Paper Takeaway

Containers

Meal-Prep Containers

Microwave-Safe Containers

Clamshell Containers

Food Storage Containers

Compartment Meal Boxes

Containers with Lids

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🔥 Why This Market Has Potential



Food delivery



Takeaway meals



Cloud kitchens



Restaurants



Meal-prepbusinesses



Food manufacturers



Catering companies

The recurring-use nature of food packaging creates repeat B2B demand.

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Major Manufacturing & Packaging Clusters



Gujarat —
Ahmedabad,
Vadodara, Surat



Maharashtra —
Mumbai, Pune, Nashik



Delhi-NCR — Delhi,
Noida, Ghaziabad



Tamil Nadu —
Chennai, Coimbatore



Telangana —
Hyderabad



Karnataka —
Bengaluru



**Start by comparing MOQ + quality +
food- contact compliance + pricing.**

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Potential Markets to Research

☒ UAE

☒ Saudi Arabia

☒ Oman

☒ Qatar

☒ UK

☒ USA

☒ Canada

☒ Australia

☒ South Africa

☒ Netherlands

 Market requirements differ by material and destination country.

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What Will Buyers Check?

Before contacting buyers, prepare:

- ✓ Material specification
- ✓ Capacity & dimensions
- ✓ Thickness / GSM
- ✓ Leakage performance

- ✓ Heat & temperature resistance
- ✓ Food-contact compliance
- ✓ Carton packing details
- ✓ MOQ

- ✓ Product catalogue
- ✓ Samples
- ✓ Export packaging specifications

Documentation can make or break an export order.

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Who Are Your Buyers?

Don't target only restaurants.



Packaging
Distributors



Restaurant Supply
Companies



Supermarket
Suppliers



Food
Manufacturers



Cloud-Kitchen
Suppliers



Catering
Companies



Packaging
Wholesalers



Importers &
Distributors

B2B distributors can create repeat-volume opportunities.

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Start Without a Factory

You can begin as a Merchant Exporter.

01

**Step 1: Find reliable
Indian manufacturers**

02

**Step 2: Select 10–20
exportable SKUs**

03

**Step 3: Collect
technical &
compliance
documents**

04

**Step 4: Create
catalogue + quotation**

05

**Step 5: Find verified
overseas buyers**

06

Step 6: Send samples

07

**Step 7: Negotiate
MOQ & payment
terms**

08

Step 8: Ship the order



Export Profit Formula

Product Cost

- + Packaging
- + Inland Transportation

+ Documentation

- + Port & Handling Charges
- + Freight

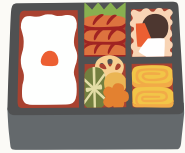
+ Insurance, where applicable

- + Your Margin

= Export Selling Price

⚠ Never calculate profit using product price alone.

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Food Containers Can Become Your Next Export Product

But success requires more than finding a cheap supplier.

You need:

Quality + Compliance + Verified Buyers + Correct Pricing + Reliable Logistics

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LEARN IMPORT-EXPORT BUSINESS PRACTICALLY & LOGICALLY



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