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Cocoa Butter Export Business

FromIndiansourcingto international buyers:a practicalroute intoagrowing ingredient trade.



MARKET OPENING

Cocoa butter sits at the intersection of food and personal care

One ingredient, multiple markets

Chocolate, confectionery, cosmetics, skincare, pharmaceuticals and premium personal care.

Four business models

Manufacturer exporter, merchant exporter, private-label supplier and bulk ingredient distributor.

Commercial opening

Natural cosmetic ingredients, chocolate manufacturing and private-label supply create several buyer paths.



PRODUCT FIT

Grade and specification determine who can buy

Commercial types

Natural, deodorized, food-grade, cosmetic-grade, organic and refined cocoa butter.

Core checks

FFA, peroxide value, moisture, melting point, fatty acid profile, colour, odour, purity and microbiological quality where applicable.

Critical distinction

Cosmetic-grade does not automatically mean food-grade.

Export readiness starts with classification and documentation

HS classification

1804 for cocoa butter, fat and oil; Indian ITC-HS 18040000.

Core paperwork

IEC, GST registration, commercial invoice, packing list, shipping bill, transport document, certificate of origin, COA and TDS.

Compliance lens

Food safety, allergen and ingredient labelling, cosmetic documentation, and destination-country regulations.

LOWER-RISK ENTRY

Merchant exporting lowers the risk of entering the category

Supplier options include farmers and FPOs, processors, ,food-ingredient suppliers and specialty cosmetic manufacturers.

1

Source

Source from established processors in cocoa belts such as West and East Godavari, Kerala, Karnataka and the Coimbatore region.

2

Verify

Verify batch COA, traceability and specification consistency.

3

Qualify

Test samples and qualify buyers before committing to repeat orders.

4

Invest later

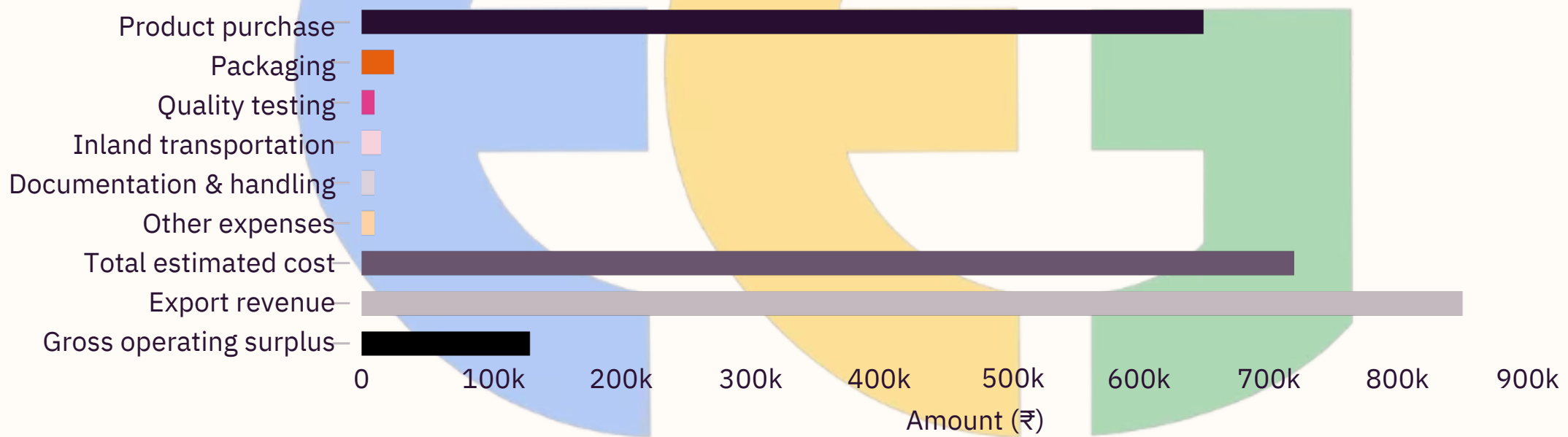
Invest in extraction machinery only after demand is proven.

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ILLUSTRATIVE ECONOMICS · 1,000 KG

A 1,000 kg order can show positive operating surplus



Illustrative product purchase: ₹6,50,000 at ₹650/kg. Illustrative revenue: ₹8,50,000 at ₹850/kg. Hypothetical planning example; excludes international freight, insurance, financing, taxes and destination-side costs.

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BUYER PATHS

Buyer demand spans chocolate, cosmetics and ingredient distribution



Chocolate and confectionery



Skincare brands



Ingredient distributors

Potential markets: USA, Netherlands, Germany, UK, France, UAE and Japan. Proof package: samples, COA, melting-point specification, fatty-acid profile and grade-specific documentation.

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BUYER CONFIDENCE

Certifications convert product quality into buyer confidence

Laboratory evidence

FFA, peroxide value, moisture, melting point, fatty-acid profile, heavy metals, adulteration and microbiological tests where applicable.

Useful credentials

FSSAI, HACCP, ISO 22000, GMP, organic, Halal and Kosher certifications as buyer requirements dictate.

Packaging discipline

Lined cartons or drums, batch number, manufacturing date, net weight, specifications, shelf life and storage instructions.

RISK CONTROL

Control the risks before scaling the shipment

Key risks

Price volatility, adulteration, oxidation, contamination, transport cost and compliance failure.

1. Select the grade and specification before quoting.
2. Verify the processor, sample and batch test results.
3. Qualify the buyer and agree payment terms.
4. Protect the product with suitable packaging and storage temperature.
5. Monitor cocoa prices, freight and destination regulations.

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RECOMMENDATION

Start lean, then invest behind repeat demand

Merchant exporter first

Wholesale distribution next; manufacturing only after demand is proven.

Illustrative launch budget

₹2,00,000acrosssamples, initial procurement, packaging, testing, marketing, documentation and logistics reserve. documentation and logistics reserve.

Separate food-grade and deodorized/cosmetic grade specifications. Target chocolate makers, skin care brands and international ingredient distributors.



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