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Fox Nut Flour Export Business

From Bihar-sourced makhana to export-ready gluten-free ingredients.

THE OPPORTUNITY

A speciality ingredient with multiple routes to market

Gluten-free flour made by grinding processed fox nuts (makhana), used in bakery, snacks, nutrition mixes, porridges, baby-food formulations, instant foods and sweets.

- Manufacturer exporter
- Merchant exporter
- Private label exporter
- Bulk ingredient supplier

PRODUCT SPECIFICATION

Product consistency starts with the grade

VARIANT	APPLICATION SIGNAL	PLANNING SPECIFICATION
Regular	General ingredient use	Grade to buyer requirement
Fine	Bakery, mixes, porridges	80–100 mesh
Medium	Snacks and instant foods	40–60 mesh
Coarse	Texture-led applications	20–40 mesh
Roasted, organic, premium white	Different buyer and positioning needs	Planning specifications, not universal grades

Key controls: moisture, mesh size, appearance, aroma, bulk density, microbiology, contamination, nutrition and shelf life.

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EXPORT READINESS

Build compliance into the product before the shipment

01

Classify

Potential HS classifications include 2008 and 1106. Confirm the correct Indian ITC-HS code from processing, composition and tariff notes.

02

Document

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

03

Prove

COA, lab report and applicable food licences travel with the product record.

04

Validate

Confirm destination-country labelling and import rules before quoting.

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LEAN OPERATING MODEL

Start lean: out source before you build a full plant

01
Procure
Sort popped makhana.

02
Prepare
Clean, dry and optionally roast to specification.

03
Convert
Grind, sieve and test the flour.

04
Pack
Use moisture-barrier material, then carton for export.

Recommended entry path: begin with a small grinding and packaging unit or contract an established processor before investing in complete machinery.

SOURCING ANCHOR

Bihar is the sourcing anchor

Secure graded popped makhana and convert it into a repeatable export-grade flour.

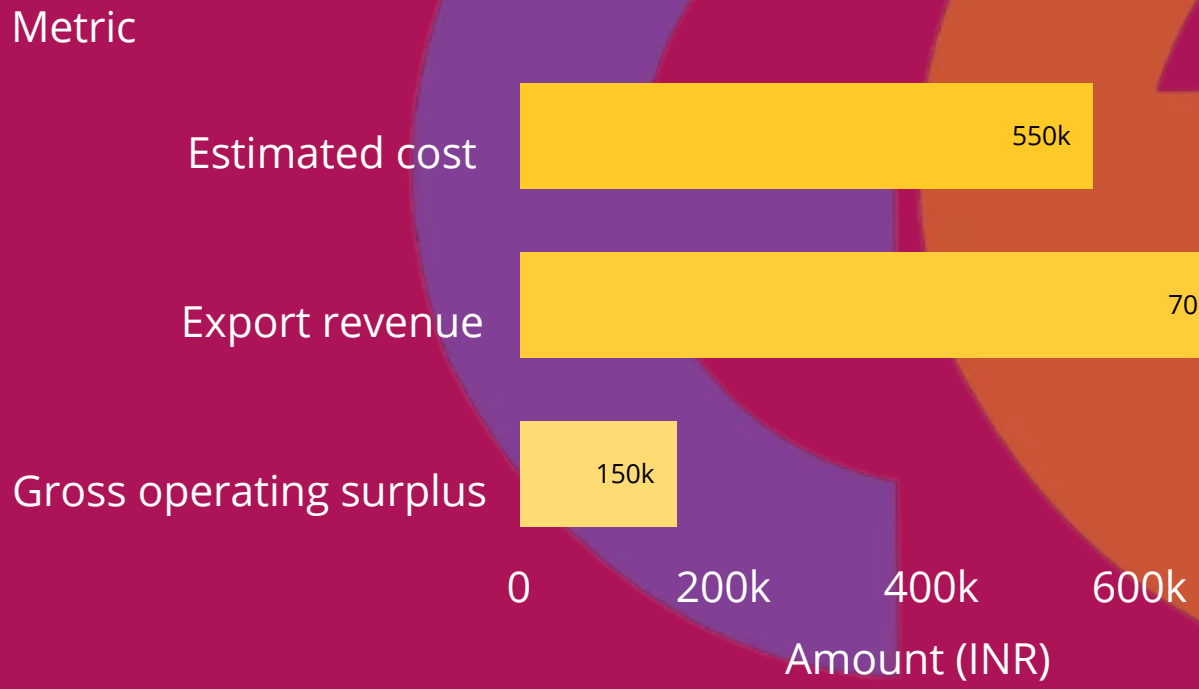
- Farmers and FPOs
- Mandis and processors
- Ingredient manufacturers
- Contract grinding or packaging units

Key sourcing districts listed in the report: Darbhanga, Madhubani, Purnea, Katihar, Saharsa, Supaul and Madhepura.



ILLUSTRATIVE PLANNING ECONOMICS

The economics work only when assumptions stay visible



ILLUSTRATIVE 500 KG EXAMPLE

₹1.50 lakh

Gross operating surplus before international costs.

Raw material: ₹800–₹1,400/kg
Processing: ₹20–₹50/kg
Packaging: ₹15–₹35/kg
Bulk selling price: ₹1,000–₹1,800/kg

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Planning assumptions exclude international freight, insurance, financing, taxes and destination-side expenses.

GO-TO-MARKET

Sell to ingredient buyers, not just retail shelves

Potential markets

USA, UK, Germany, Canada, UAE, Japan, Australia and the Netherlands.

Priority buyers

Gluten-free food manufacturers, bakeries, health-food brands and organic distributors.

Specialist buyers

Nutrition companies, vegan brands and ingredient importers.

Commercial entry

Lead with B2B pack sizes of 5 kg, 10 kg and 25 kg, subject to buyer requirements.

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QUALITY AS A SALES ASSET

Food safety is the export differentiator

Test every batch

Moisture, microbiology, Salmonella, E. coli, yeast and mould, heavy metals, pesticide residues, particle size and nutrition.

Build the system

FSSAI, HACCP, ISO 22000, GMP, organic certification and FDA facility registration where applicable.

Protect the product

Use heat-sealed, moisture- and oxygen-barrier packs with batch, date, best-before, storage, ingredient and nutrition declarations.

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EXECUTION PRINCIPLE

Win through controlled execution

01

Validate

Grade, supplier, lab results and buyer requirements.

02

Control

Payment terms, packaging and customs documents before shipment.

03

Trace

Farmer and FPO sourcing, batch records, moisture control and regular testing.

04

Scale

Start with merchant exporting or contract manufacturing, then build a dedicated unit after repeat demand is proven.

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