



Disclaimer

This project report has been prepared and submitted as part of an academic requirement. The information contained within this report is based on research, data analysis, and personal insights, and is intended solely for educational purposes.

While every effort has been made to ensure the accuracy and reliability of the information presented, Export Experts Global and the team do not make any warranties or representations regarding the completeness, validity, or currentness of the content. Any action taken based on the information in this report is strictly at the reader's own risk, and neither Export Experts Global nor the presenter will be held liable for any potential consequences.

This report may not be reproduced, distributed, or used for commercial purposes without prior written permission.

www.expertexpertsglobal.com



Complete Guide to Onion Products Export from India

Onions are one of India's most valuable agricultural exports, with diverse applications spanning culinary, industrial, and pharmaceutical sectors. This comprehensive guide covers everything from product varieties to export strategies for maximizing profits in the global onion market.

Experts Global



Diverse Uses of Onion Products Worldwide



Culinary Applications

Essential ingredient in curries, soups, sauces, and gravies across global cuisines. Forms the flavor base for countless traditional and modern dishes.



Preservation Products

Transformed into pickles, chutneys, and salad dressings with extended shelf life. Popular condiments in households and restaurants globally.



Processed Foods

Dehydrated onion enhances instant noodles, pizza toppings, burgers, and packaged snacks. Critical ingredient for food manufacturing industry.



Health & Wellness

Used in health supplements and traditional medicines for blood pressure regulation and cholesterol control. Growing demand in nutraceutical sector.

Quality Classifications of Onion Products

Fresh Onion Varieties

- Red Onions: Strong flavor, long storage life
- White Onions: Mild taste, premium export grade
- Yellow Onions: Medium pungency, versatile use



Processed Onion Products

- Dehydrated: Flakes, kibbled, granules, powder
- Paste & Powder: Ready-to-use food ingredients
- Value-Added: Frozen, fried, and pickled varieties



Each product category serves specific market segments and offers different profit margins. Understanding quality grades is crucial for targeting appropriate export markets and pricing strategies.

Value-Added Onion Products and Applications



Onion Flakes & Powder

Primary applications in instant foods, noodles, and packaged snacks. High demand from food processing companies worldwide.



Onion Paste

Essential ingredient for restaurants, hotels, and food industries. Saves preparation time and ensures consistent flavor profiles.



Fried Onion

Popular in biryani, burgers, and fast food chains. Premium product with higher margins and growing global demand.



Pickles & Chutneys

Household staples and retail export products. Strong market in diaspora communities and health-conscious consumers.





Premium Export Quality Onions from India

1

Nashik Red Onion (Maharashtra)

India's flagship export variety with excellent storage life and strong flavor. Accounts for majority of fresh onion exports with consistent quality standards.

2

White Onion (Gujarat)

Premium mild-flavored variety preferred for dehydration. Gujarat's advanced processing facilities ensure superior quality for international markets.

3

Krishnapuram Onion (Andhra Pradesh)

Regional specialty with unique characteristics. Growing recognition in niche export markets for specific culinary applications.

Nashik Red and Dehydrated White Onions dominate India's export portfolio, representing over 70% of total onion exports by value and volume.



Export Packaging Solutions for Onion Products



Mesh & Jute Bags

Traditional packaging for fresh onions allowing proper ventilation. Cost-effective solution for bulk shipments with sizes ranging from 10kg to 50kg.



Polypropylene Bags

Durable PP bags provide moisture protection while maintaining breathability. Suitable for various onion grades with customizable branding options.



Corrugated Boxes

Premium packaging for processed onion products ensuring product integrity during transport. Essential for value-added items requiring protection.



Vacuum & HDPE Packs

Advanced packaging for dehydrated onions preventing moisture absorption and extending shelf life. Critical for maintaining product quality in humid climates.



APEDA: Your Gateway to Onion Export Success

Agricultural and Processed Food Products Export Development Authority

Operating under the Ministry of Commerce & Industry, APEDA serves as the primary facilitating body for onion product exports from India. This government agency provides comprehensive support to exporters through various initiatives.

01

Registration Support

Assists with RCMC registration and export documentation processes

02

Financial Assistance

Provides subsidies and financial support for export promotion activities

03

Market Access

Organizes international exhibitions and facilitates buyer connections

04

Quality Standards

Ensures compliance with international quality and safety requirements

Export Experts Global

Essential Certificates for Onion Export Compliance

1

APEDA Registration (RCMC)

Mandatory registration certificate for all agricultural exporters. Enables access to government schemes and export benefits.

2

FSSAI License

Food safety certification ensuring compliance with domestic and international food standards. Required for all food product exports.

3

Phytosanitary Certificate

Plant health certificate for fresh onion exports. Confirms products are free from pests and diseases.

4

International Standards

HACCP, ISO, BRC certifications for processed products. Enhances market access and buyer confidence globally.

5

IEC Code

Import Export Code mandatory for all international trade activities. First step in export business registration.

Export Experts Global



Maximizing Profit Margins in Onion Export Business

15-30%

Average Profit Margin

Typical returns on onion export investments with proper market strategy

Proven Strategies for Higher Profitability



Direct Buyer Relationships

Eliminate middlemen and agents to capture full margin potential. Build long-term partnerships with importers and distributors.



Bulk Order Strategy

Focus on large volume orders to reduce per-unit costs and increase negotiation power. Economies of scale drive profitability.



Value-Added Products

Export processed items like flakes, powder, and fried onions for 2-3x higher margins compared to fresh onions.

Export Experts Global

Top Import Markets

Global destinations for Indian onion exports and their primary applications

Bangladesh Daily cooking applications	Malaysia Restaurant and hotel sector	UAE Biryani and Arabic cuisine
Sri Lanka Household consumption	Nepal Daily food preparation	
Indonesia Food processing industries	Saudi Arabia Hotels and catering	United Kingdom Ready meals and frozen foods
United States Pizza, fast food, snacks	Germany Sauces, seasonings, snacks	

Top Production Districts in India

- 1. Nashik (Maharashtra)
- 2. Pune (Maharashtra)
- 3. Jalgaon (Maharashtra)
- 4. Solapur (Maharashtra)
- 5. Bhavnagar (Gujarat)

- 1. Rajkot (Gujarat) Junagadh
- 2. (Gujarat) Guntur (Andhra
- 3. Pradesh) 4. Indore (Madhya Pradesh)
- 5. Dharwad (Karnataka)



LEARN IMPORT-EXPORT BUSINESS PRACTICALLY & LOGICALLY



DELHI-MUMBAI-KOLKATA-ONLINE

BOOK NOW +91 8130880568 / +91 9319001248 www.expertexpertglobal.com