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Complete Guide to Onion Products Export from India

Onionsare one ofIndia'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.

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Diverse Uses of Onion Products Worldwide



Culinary Applications

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



Preservation Products

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



Processed Foods

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



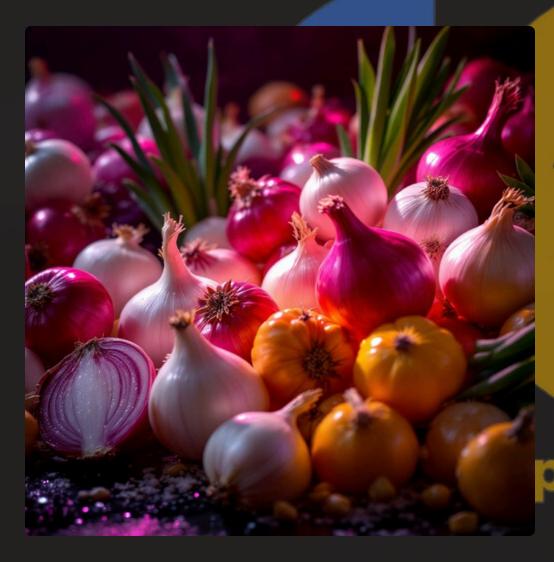
Health & Wellness

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

Quality Classifications of Onion Products

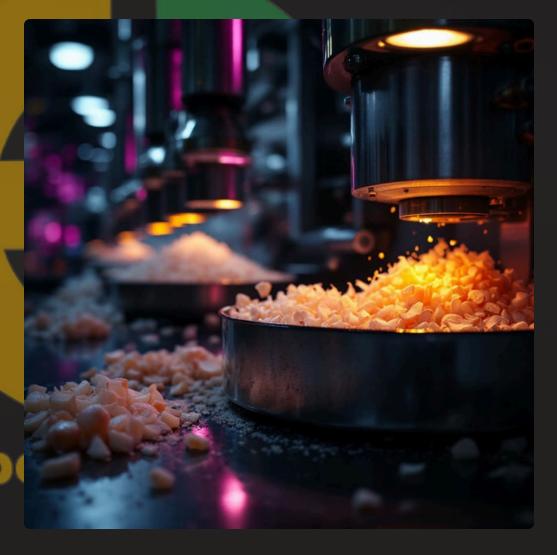
Fresh Onion Varieties

- RedOnions: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 applicationsininstant foods, noodles, and packaged snacks. High demand from food processing companies worldwide.

Onion Paste

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

Fried Onion

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

Pickles & Chutneys

Householdstaples andretail 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-flavoredvariety preferred for dehydration. Gujarat's advanced processing facilities ensure superior quality for international markets.

-3

Krishnapuram Onion (Andhra Pradesh)

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



Polypropylene Bags

DurablePP bagsprovide moisture protection while maintaining breathability. Suitable for various onion grades with customizable branding options.



Corrugated Boxes

Premium packagingfor 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

Operatingunderthe Ministry of Commerce & Industry, APEDAservesasthe 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

03

Market Access

Organizes international exhibitions and facilitates buyer connections

Financial Assistance

Provides subsidies and financial support for export promotion activities

04

Quality Standards

Ensures compliance with international quality and safety requirements

Essential Certificates for Onion Export Compliance

APEDA Registration (RCMC)

Mandatoryregistrationcertificatefor all agricultural exporters. Enables access to government schemes and export benefits.

FSSAI License

Foodsafetycertification ensuring compliance with domestic and international food standards. Required for all food product exports.

Phytosanitary Certificate

Planthealthcertificateforfresh onion exports. Confirms products are free from pests and diseases.

International Standards

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

IEC Code

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



Maximizing Profit Margins in Onion Export Business

15-30%

Average Profit Margin

Typical returns on onionexportinvestmentswithpropermarket strategy

Proven Strategies for Higher Profitability



Direct Buyer Relationships

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



Bulk Order Strategy

Focus onlargevolumeorders to reduce per-unit costs and increase negotiation power. Economies of scale drive profitability.



Value-Added Products

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

Top Import Markets Global destinations for Indian onion exports and their primary applications

Bangladesh Daily cooking applications	Malaysia Restaurant and hotel sector		UAE BiryaniandArabic 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)

- Rajkot (Gujarat) Junagadh
- 2. (Gujarat) Guntur (Andhra
- 3. Pradesh) 4.Indore (Madhya

Pradesh) Dharwad

5. (Karnataka)



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