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# India's Car Export Industry Key Insights & Market Overview

A comprehensive guide to India's booming automotive export sector, exploring whole sale markets, regulations, manufacturing hubs, and global trade opportunities shaping the industry's future.

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# Where Are the Wholesale Markets for Car Export in India?

## Gurugram, Haryana

Key hub for Maruti Suzuki exports, strategically positioned near Delhi port with excellent logistics infrastructure supporting large-scale international shipments.

## Pune, Maharashtra

Major export centre for Hyundai and Volkswagen, featuring integrated port access and comprehensive supply chain networks for efficient distribution.

## Chennai, Tamil Nadu

Hyundai, Kia, and Renault-Nissan export powerhouse with proximity to Chennai Port, facilitating seamless international trade operations.

## Sanand, Gujarat

Emerging wholesale cluster supporting rapid export growth, with modern facilities and expanding infrastructure attracting global manufacturers.

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# What is the HS Code for Car Export from India?



## Primary HS Code: 8703

Covers passenger cars and motor vehicles principally designed for transporting persons, essential for all export documentation.

## Commercial Vehicles

Fall under distinct classifications: HS Codes 8704 and 8705 for trucks, lorries, and special-purpose vehicles.

HS codes are crucial for customs clearance, tariff determination, and ensuring compliance with international trade regulations across all export destinations.

# Where Are the Major Car Manufacturing Units in India?

## Maruti Suzuki

Gurgaon, Manesar (Haryana), and Sanand (Gujarat) 3 India's largest passenger vehicle manufacturer with extensive export capabilities.

1

## Hyundai Motor India

Chennai (Tamil Nadu) 3 Second-largest car exporter with state-of-the-art manufacturing facilities producing for global markets.

2

## Kia Motors

Anantapur (Andhra Pradesh) 3 Modern production facility focusing on SUVs and innovative vehicle designs for export.

3

## Tata Motors

Pune (Maharashtra), Jamshedpur (Jharkhand) 3 Leading indigenous manufacturer with growing EV export portfolio.

4

## Honda & Volkswagen

Greater Noida (Uttar Pradesh) and Pune (Maharashtra) Premium manufacturers serving domestic and international markets.

5

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# What Types of Packaging Are Required for Car Export?

01

## RoRo Vessels

Vehicles shipped via Roll-on/Roll-off vessels require minimal packaging – protective covers and basic safeguards against transit damage.

02

## Component Packaging

Wooden crates, pallets, and ISPM 15 compliant wood packaging mandatory for parts and components to prevent pest contamination.

03

## Protective Materials

Shrink wraps, protective covers, and anti-corrosion treatments essential to prevent scratches, moisture damage, and deterioration during long-distance transit.

04

## Compliance Standards

Adherence to International Standards for Phytosanitary Measures (ISPM 15) ensures smooth customs clearance and prevents trade barriers.



# Certifications & Licences Required for Car Export



## Importer Exporter Code (IEC)

Mandatory registration from DGFT (Directorate General of Foreign Trade) for all exporters is the foundational requirement for international trade operations.



## Certificate of Origin (COO)

Validates product origin for preferential trade agreements, ensuring tariff benefits and smooth customs processing in destination countries.



## BIS Certification

Bureau of Indian Standards certification for automotive components ensures compliance with national quality and safety standards.



## Emission & Safety Standards

Compliance with International Standards including Euro 6 emission norms and safety regulations specific to target markets is essential.



## Export Documentation

Complete documentation package: Commercial Invoice, Packing List, Bill of Lading, Insurance Certificate, and customs declarations.

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# Top 10 Importing Countries of Indian Cars (2024-25)

1. SouthAfrica	2. SaudiArabia	3. Mexico
4. UAE	5. Chile	
6. Egypt	7. Japan	8. Belgium
9. Germany	10. United States	

Key export types include passenger cars such as Hyundai Verna and Maruti Suzuki models, SUVs, compact vehicles, and a growing portfolio of electric vehicles gaining international traction.



# Types of Cars Exported from India



## Passenger Vehicles

Predominantly sedans, hatchbacks, and SUVs form the core of India's export portfolio, catering to diverse global market preferences.

## Electric & Hybrid Vehicles

Rapidly growing segment led by Tata Motors and Mahindra, with increasing international demand for sustainable mobility solutions.

## Commercial Vehicles & Components

Significant export segment including trucks, auto parts, and specialised vehicle categories serving industrial markets worldwide.

📋 **Popular Export Models:** Hyundai Verna, Maruti Suzuki Swift, Kia Seltos, Tata Nexon EV, and various compact car variants tailored for international markets.





# India's Car Export Growth Drivers & Challenges

14%

YoY Export Growth  
FY25 demonstrating robust expansion

2.53M

Vehicles Exported  
First half of fiscal year

## Growth Drivers

- Competitive manufacturing costs providing price advantages in global markets
- Government incentives through Make in India initiative boosting production capacity
- Expansion of EV exports meeting global sustainability demands
- New free trade agreements opening additional market access opportunities

## Key Challenges

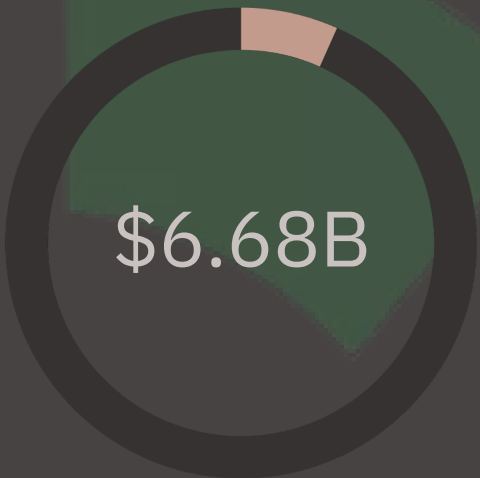
- Infrastructure bottlenecks at major ports causing shipment delays
- Supply chain disruptions including semiconductor shortages affecting production
- Increasing compliance requirements across different international markets
- Currency fluctuations impacting pricing competitiveness



# Conclusion: India's Rising Role in Global Car Exports



Global Export Ranking  
By export value worldwide



Export Value 2023  
Demonstrating market strength



-  **Strong Manufacturing Base**  
Global automakers investing heavily in Indian production facilities with cutting-edge technology.
-  **Diverse Export Markets**  
Reaching across Africa, Middle East, Americas, and Asia with tailored product offerings.
-  **Innovation & Quality Focus**  
Strategic emphasis on certifications, compliance, and technological advancement driving future growth.

**Opportunity for Exporters:** Leverage comprehensive certifications, international packaging standards, and detailed market insights to expand globally and capture emerging opportunities in the dynamic automotive export landscape.





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