



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.

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.

Export Experts



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.

Export Experts Global

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.

Export Experts Global

Where Are the Major Car Manufacturing Units in India?

1 Maruti Suzuki

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

2 Kia Motors

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

3 Hyundai Motor India

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

4 3

Tata Motors

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

4

5 Honda & Volkswagen

Greater Noida (Uttar Pradesh) and Pune (Maharashtra) 3 Premium manufacturers serving domestic and international markets.

Export Experts Global

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.



Export Expert

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.

Export Experts Global

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

1. South Africa

4. UAE

6. Egypt

9. Germany

2. Saudi Arabia

5. Chile

7. Japan

10. United States

3. Mexico

8. Belgium

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.

Export Experts Global

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.

Export Export



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

23rd

\$6.68B

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.

Export Experts Global



LEARN IMPORT-EXPORT BUSINESS PRACTICALLY & LOGICALLY



DELHI-MUMBAI-KOLKATA-ONLINE

BOOK NOW +91 92059 08400/+91 81308 80568 www.exportexpertglobal.com