



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



Rajma Export Business: Complete Cost & Profit Guide

A comprehensive breakdown for small-to-medium Indian exporters looking to understand margins, costs, and requirements in the kidney bean export trade.

Experts Global

INSIDE THIS GUIDE

01

Purchase & Sourcing

Understanding base cost sand where to buy quality Rajma in India

02

Cost Breakdown

All expenses from cleaning to port handling per tonne and per container

03

Revenue & Margins

FOB pricing, profit calculations, and realistic market scenarios

04

Quality & Compliance

Required certifications, inspections, and documentation for exports

05

Market Opportunities

Top importing countries and strategic sourcing regions across India

Export Experts Global

Step 1: Purchase Price & Base Cost

Typical Purchase Rates

When sourcing Rajma from traders or millers in India, expect to pay approximately **190 per kg**, which translates to:

- 190,000 per tonne (metric ton)
- Price varies by season, quality grade, and region
- Premium varieties command higher rates

This is your starting point before factoring in processing, logistics, and export-related expenses.



Export Exper

Step 2: Additional Costs to Port



Cleaning & Grading

1 3/kg

Sorting, cleaning, and quality grading to meet export standards



Transport to Port

1 3/kg

Logistics from processing unit to port warehouse or CFS



Packing Materials

1 2/kg

Bags, stitching, marking, and export-grade packaging



Handling & Overheads

1 2/kg

Loading, documentation, insurance, and miscellaneous charges



Total additional cost: 10/kg

Combined with purchase price: $190 + 10 = 100/\text{kg}$ at port (= 1,00,000 per tonne)

Export Experts Global



Container-Level Cost Calculation

Standard 20- Foot Container

Atypical 20ft container holds approximately **24 tonnes** of bagged Rajma.

Total cost calculation:

- Cost per tonne at port: ₹1,00,000
- 24 tonnes × ₹1,00,000 =
₹24,00,000

24
Tonnes Per
Container

₹24L

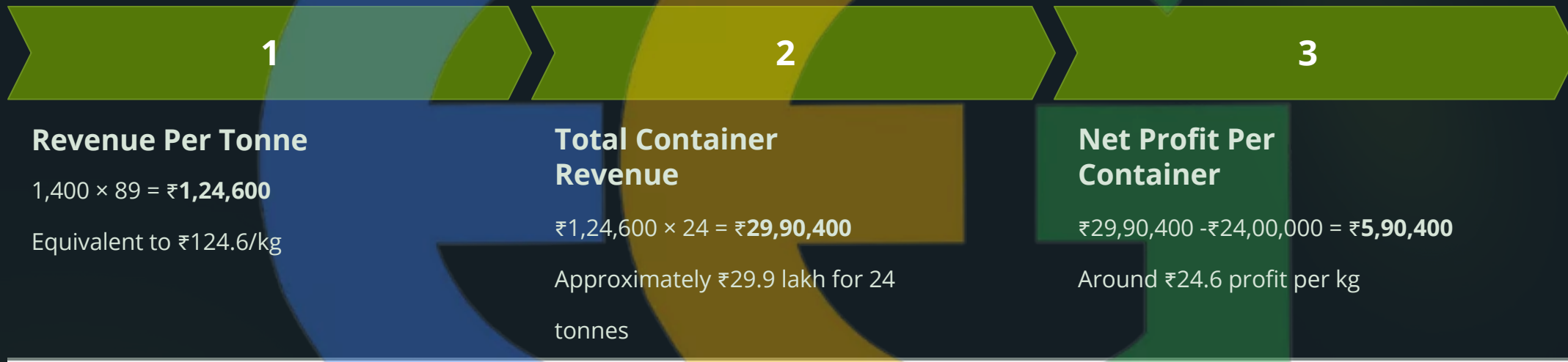
**Total Cost
Investment**

For entire container FOB

Experts Global

Step 3: Revenue & Profit Margins

Assuming you secure an FOB price of **USD 1,400 per tonne** for quality Rajma, and the exchange rate is ₹89/USD:



Realistic Profit Range

- **Good market conditions:** ₹437 lakh per container
- **Weak market conditions:** ₹133 lakh per container

Profit Depends On:

- Seasonal variations & global pulse
- prices Your purchase rate from mandi
- Exact FOB price negotiated
- Export restrictions or duties

Export Experts Global

Step 4: Essential Certifications & Documentation

One-Time Registrations

IEC Code Importer Exporter Code from DGFT3 mandatory for all exports
FSSAI Licence Food Safety and Standards Authority registration for food products
APEDA Registration Agricultural and Processed Food Products Export Development Authority
GST & Bank AD Code Tax registration and Authorised Dealer bank code for forex transactions

Per-Shipment Certificates

Phytosanitary Certificate From Plant Quarantine authorities confirming pest-and disease-free status
Fumigation Certificate If required by buyer or destination country regulations(common for pulses)
Quality & Weight Certificate Third-party inspection (SGS, Intertek, Bureau Veritas) if buyer demands
Lab Test Reports Aflatox in, pesticideresidue, heavymetals3especially for EU/US markets

Export Experts Global

❑ Standard export documents include Commercial Invoice, Packing List, Bill of Lading, and Certificate of Origin. EU and US markets may have stricter additional requirements.

Step 5: Where to Source Quality Rajma

J&K, Himachal, Uttarakhand

Premium small-grain varieties including famous "Jammu Rajma" and "Pahadi Rajma" 3 known for superior quality and taste

Maharashtra & Karnataka

Large volumes of red kidney bean and related pulses 3 reliable sourcing for bulk orders and consistent supply

UP, MP, Punjab

Major trade hubs with established processing units that clean, grade, and bag for export 3 good infrastructure

Sourcing Methods

- Purchase directly from **mandis** (grain markets) in producing regions
- Work through **commission agents and traders** with established networks
- Source from **sorting and grading units** that prepare export-ready product
- Use **B2B platforms** like IndiaMART and TradeIndia to identify bulk suppliers

Export Experts Global

Top 5 Global Markets for Kidney Bean Exports

Understanding which countries import the most dried kidney beans (HS Code 071333) helps you target your marketing and meet specific buyer requirements.

United States

Largest importer globally with consistent demand for quality pulses. Requires stringent food safety compliance and lab testing for contaminants.

Spain

Key European hub with strong culinary traditions using kidney beans. Gateway to broader EU market with high quality standards.

Italy

Significant demand for Mediterranean cuisine applications. Values consistent quality and proper certifications for EU entry.

United Kingdom

Steady importer with diverse ethnic food markets. Post-Brexit regulations require careful documentation and compliance.

UAE & Middle East

Growing markets with large expatriate populations from South Asia. Re-export hub for wider Gulf and African regions.

Key Takeaways for Success

Understand Your Margins

Realistic profit ranges from ₹1-7 lakh per container depending on market conditions, purchase rates, and FOB pricing

Quality is Non-Negotiable

Invest in proper cleaning, grading, and certification 3 international buyers demand consistent standards and compliance

Build Reliable Supply Chains

Develop relationships with trusted mandis, processors, and logistics partners to ensure smooth operations

Target the Right Markets

Focus on established importing nations with clear requirements USA, EU, and Middle East offer substantial opportunities



📌 **Start small, learn fast:** Begin with one or two containers to understand the process, build buyer relationships, and refine your operations before scaling up.



LEARN IMPORT-EXPORT BUSINESS PRACTICALLY & LOGICALLY



DELHI-MUMBAI-KOLKATA-ONLINE

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