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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.

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Understanding base cost and where to buy quality Rajma in India

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

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Market Opportunities

Top importing countries and strategic sourcing regions across India

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Step 1: Purchase Price & Base Cost

Typical Purchase Rates

When sourcing Rajma from traders or millers in India, expect to pay approximately **₹90 per kg**, which translates to:

- ₹90,000 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.

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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: ¹10/kg

Combined with purchase price: ¹90 + 10 = **¹100/kg at port** (¹ 1,00,000 per tonne)

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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

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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:

1

Revenue Per Tonne

$$1,400 \times 89 = ₹1,24,600$$

Equivalent to ₹124.6/kg

2

Total Container Revenue

$$₹1,24,600 \times 24 = ₹29,90,400$$

Approximately ₹29.9 lakh for 24 tonnes

3

Net Profit Per Container

$$₹29,90,400 - ₹24,00,000 = ₹5,90,400$$

Around ₹24.6 profit per kg

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

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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

Aflatoxin, pesticide residue, heavy metals especially for EU/US markets

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

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Step 5: Where to Source Quality Rajma

J&K, Himachal, Uttarakhand

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

Maharashtra & Karnataka

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

UP, MP, Punjab

Major tradehubs 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

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. 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.

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