

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.exportexpertsglobal.com

Garlic Export from India

A comprehensive guide to varieties, quality standards, inspection protocols ,and cost–profit analysis for international buyer sand supply-chain professionals

Export Experts



OVERVIEW

India's Position in Global Garlic Trade

India ranks amongst the world's largest producers and exporters of garlic, commanding respect in international markets for exceptional quality characteristics. Indian garlic is particularly valued for its strong pungency, rich aromatic profile, high allicin content, and extended shelf life.

Major export destinations include the Middle East (UAE, Oman, Saudi Arabia, Qatar), South Asia (Bangladesh, Sri Lanka), Southeast Asia (Malaysia, Indonesia), and growing markets in Europe and Africa.

Key Market Advantages

- High pungency varieties
- Competitive pricing structure
- Reliable year-round supply
- Strong allicin content
- Excellent shelf life

Export Experts Global

PRODUCTION

Major Garlic Producing Regions



Madhya Pradesh

The dominantproduction belt, contributing over 40% of India's garlic output. Key districts: Indore, Mandsaur, and Ratlam serve as the primary source for export-quality garlic.



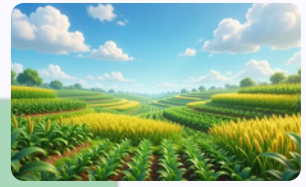
Rajasthan

Significantproduction hub with specialised cultivation in Kota, Bundi, and Baran districts. Known for consistent quality and reliable yields.



Gujarat

Important growing region centred in Junagadh and Bhavnagar, contributing high-quality garlic for both domestic and international markets.



Northern Belt

UttarPradesh (Etah, Mainpuri), Punjab, and Haryana provide supplementary production through selected high-yield cultivation areas.

Export Experts Global

VARIETIES

Premium Export Garlic Varieties

Yamuna Safed (G-1 to G-4)

Mostpopular export variety

- Bright white outer skin
- Medium to large bulb size
- Strong pungency profile
- High allicin content

Applications: Fresh consumption, dehydration (flakes, powder), whole garlic export

Agrifound White (AFW Series)

Premium quality standard

- Uniform bulb sizing
- Bright white colouration
- Tightly packed cloves
- Extended shelf life

Applications: Premium fresh garlic exports, supermarket supply chains

Local White & Purple Varieties

Processing grade

- Smaller bulb dimensions
- Very strong pungency
- Purple or off-white skin
- Cost-effective option

Applications: Powder manufacturing, processing units, medium-grade exports

Export Experts Global

Quality Grades for Export Markets

International buyers categorise Indian garlic into three distinct quality tiers , each serving specific market segments and applications.

GradeA – PremiumExportQuality

Specifications: Bulb size 45–60mm+, bright white colour, tight compact cloves, zero sprouting, no fungal infection, moisture below 65%

Target markets: Supermarket chains, Gulf region, European exports demanding highest standards

GradeB – StandardExportQuality

Specifications: Bulb size 35–45mm, slight colour variation acceptable, minor loose skin permitted

Target markets: Wholesale export markets, bulk processing buyers seeking reliable quality

GradeC – ProcessingQuality

Specifications: Smaller size (<35mm), colour variation allowed, slight defects acceptable

Target markets: Dehydration units, garlic paste manufacturers, powder production facilities

Export Experts Global



International Quality Requirements

Physical Quality Standards

- Uniform bulb sizing throughout consignment
- Clean, white outer skin appearance
- Tightly packed, compact cloves
- No cuts, bruises, or structural cracks
- Complete absence of sprouting or green shoots

Chemical&Safety Parameters

- High allicincontentfor strong aroma
- Low pesticide residue levels
- No chemical preservatives used
- Minimal fungal growth risk
- Aflatoxin within permissible limits

t Experts Global

COMPLIANCE

Inspection & Certification Requirements

01

Pre-Shipment Inspection (PSI)

Conducted by SGS, Bureau Veritas ,or Intertek. Verifies size grading, weight accuracy, visual defects assessment, and packaging quality standards.

02

Phytosanitary Certificate

Issued by Government of India Plant Quarantine Department. Confirms freedom from pests and diseases, meeting importing country plant health regulations.

03

Laboratory Testing

Comprehensive analysis including pesticide residue screening, heavy metal detection, and microbial safety verification to meet international standards.

04

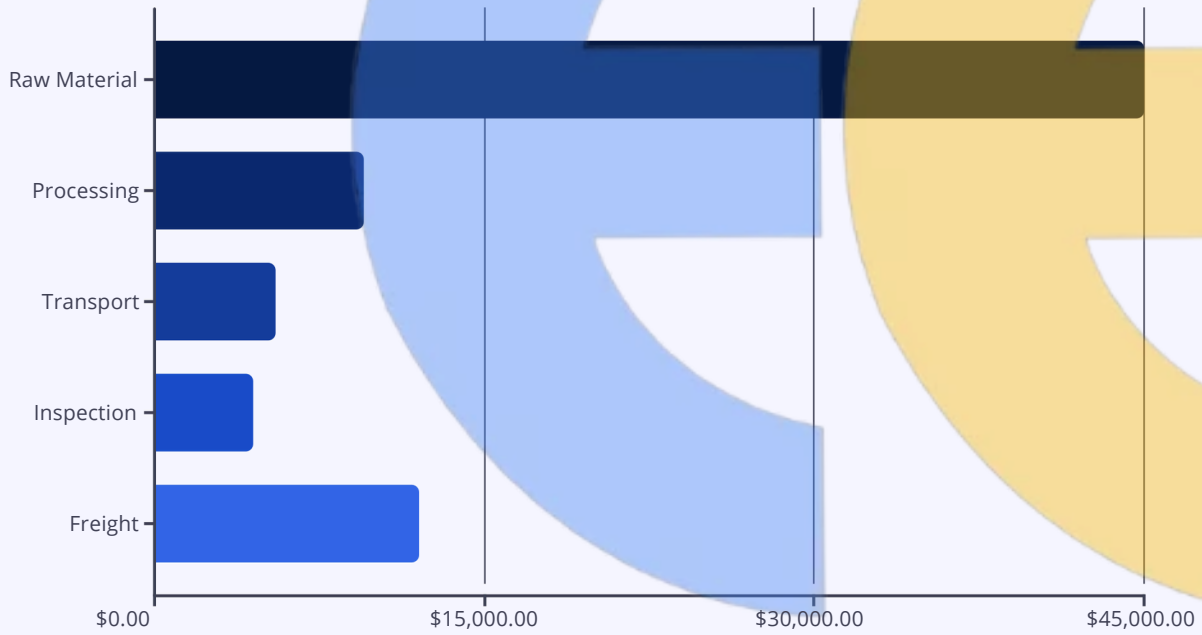
Mandatory Export Certifications

APEDA registration, FSSAI certification for processed garlic, and country-specific compliance (GCC, EU, Codex standards).

Export Experts Global

Complete Cost Breakdown

PER METRIC TONNE



Total Export Cost

₹76,500 per metric tonne

Cost Components Include:

- Garlic purchase from farmer/mandi: ₹45,000
- Cleaning, grading & sorting: ₹9,500
- Transport (farm to port): ₹5,500
- Certificates & lab testing: ₹4,500
- Sea freight & port charges: ₹12,000

Export Experts Global

Profit Analysis & Market Performance

₹1.2L

Average Selling Price

FOB price per metric tonne (USD1,200 ≈ ₹1,20,000)

₹43.5K

Gross Profit

Netprofitpertonneafterallexport costs

36%

Profit Margin

Attractive returns for efficient exporters

Key Export Destinations

Middle East Markets

UAE, Oman, Saudi Arabia, Qatar – premium buyers demanding consistent quality and year-round supply

Asian Markets

Bangladesh, Sri Lanka, Malaysia, Indonesia – high-volume buyers with growing demand

Emerging Markets

Kenya, Nigeria, European importers – expanding opportunities for quality Indian garlic

Export Experts Global

Market Outlook & Strategic Assessment

India maintains a commanding position in the global garlic market through its distinctive high-pungency varieties ,competitive pricing structure , and reliable supply chain infrastructure. The combination of proper grading systems, stringent quality inspection protocols, and efficient logistics networks enables exporters to achieve profit margins of 30–40%.

Growing Demand

Middle East and Asian markets show consistent growth trajectory, positioning garlic as one of India's most promising fresh vegetable exports.

Quality Advantage

Strong pungency, high allicin content, and extended shelf life provide competitive differentiation in international markets.

Market Expansion

Opportunities continue to emerge in Europe and Africa, complementing established relationships in Gulf and Southeast Asian regions.



Export Experts Global

LEARN IMPORT-EXPORT
BUSINESS PRACTICALLY & LOGICALLY



DELHI-MUMBAI-KOLKATA-ONLINE

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