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Transport Equipment Import Business

High investment, high margin, strong B2Bdemand across logistics, construction, and infrastructure sectors. Capitalise on India's rapid infrastructure expansion and growing logistics industry.

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Three Powerful Market Drivers

- India's infrastructure investment is accelerating with massive road, railway, and port modernisation programs creating sustained equipment demand
- Logistics sector is expanding rapidly, driven by e-commerce growth and manufacturing expansion requiring fleet upgrades
- Construction and mining industries are booming, with equipment turnover rates increasing as companies modernise their fleets

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Five Profitable Equipment Categories to Import



Trucks & Trailers

Road transport backbone for logistics companies



Excavators & Loaders

Essential for construction and mining operations



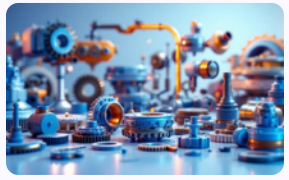
Forklifts & Cranes

Material handling equipment for warehouses and factories



Marine Transport

Specialised equipment for port and shipping operations



Spare Parts

Continuous demand with lower capital requirements

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Four Global Sourcing Destinations

China
Competitive pricing, wide range of equipment options

Germany
Premium engineering, high-quality machinery

Japan
Durable machinery, excellent resale value

South Korea
Advanced technology, reliable performance

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Five Steps to Market Entry

Obtain Import Export Code (IEC)
Register with DGFT and secure your IEC—a mandatory requirement for conducting international trade

Master HS Code Classification
Learn Harmonised System codes for transport equipment to ensure proper documentation and tariff calculation

Partner with Freight Experts
Establish relationships with freight forwarders and customs clearance specialists who understand heavy machinery import procedures

Build B2B Network
Connect with transport companies, contractors, and construction firms to understand demand and secure advance orders

Secure Working Capital
Calculate capital requirements based on equipment type—spare parts (£25K–£50K), refurbished machinery (£75K–£200K), new trucks (£150K–£300K+)

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Four Risk Mitigation Strategies

Start with Spare Parts

Lower capital requirement (£25K–£50K), easier logistics, faster turnover, minimal storage costs

Import Refurbished Equipment

20–30% cost savings versus new, established market demand, easier financing options available

Secure Advance Orders

Confirm buyer interest before shipping, reduce inventory risk, enable pre-payment arrangements

Offer Leasing Options

Attract budget-conscious buyers, generate recurring revenue, maintain equipment ownership

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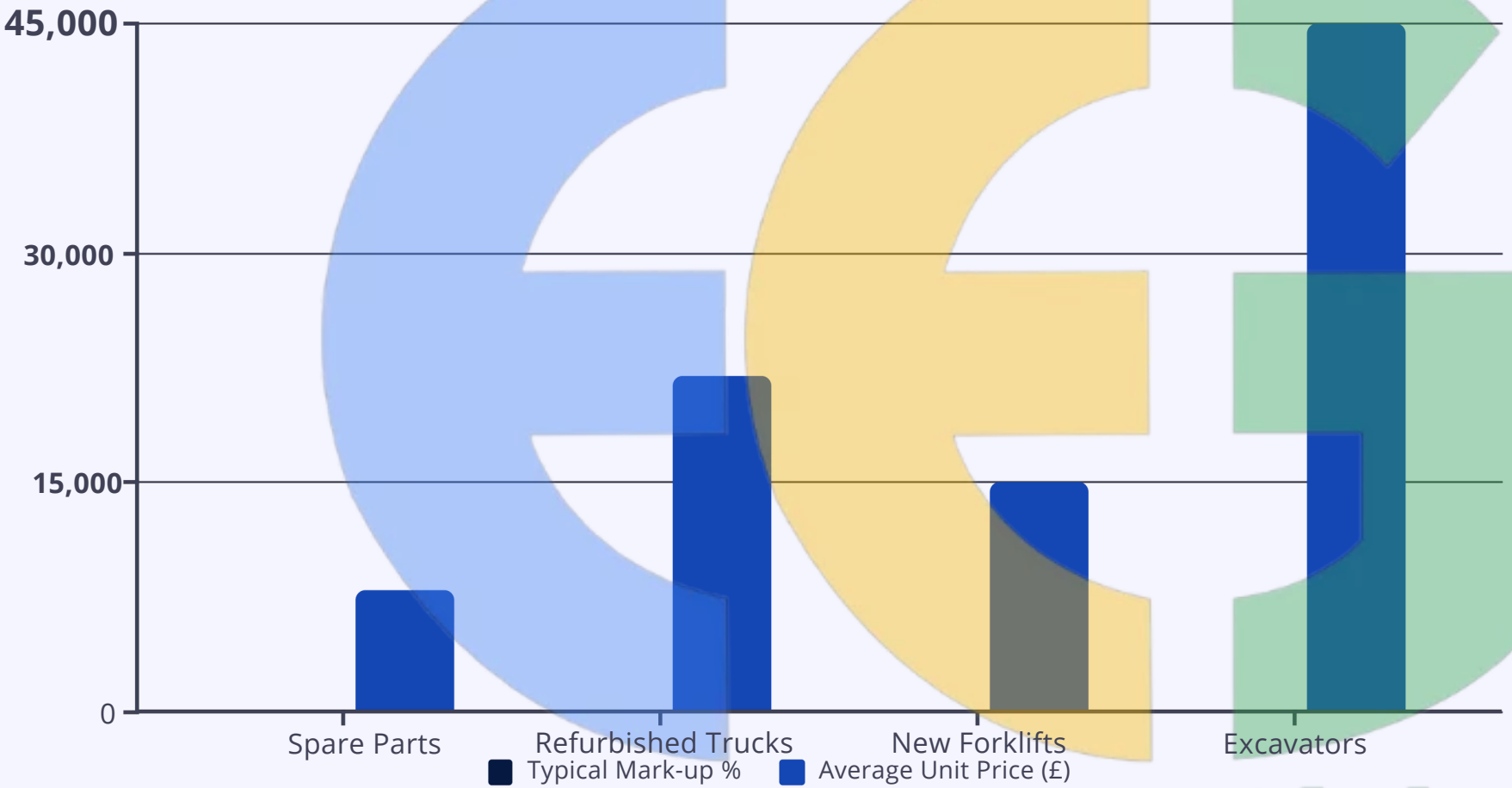
Revenue Projections by Equipment Type



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New equipment offers lower percentages but higher absolute returns. Spare parts provide quickest turnover and highest margin potential.

Four Customer Acquisition Channels



Target Transport Companies

Fleet owners constantly upgrading vehicles

Connect with Contractors

Infrastructure and construction firms

Focus on Repeat Clients

Bulk orders and ongoing relationships

Scale with Dealer Model

Multiple locations, expanded inventory

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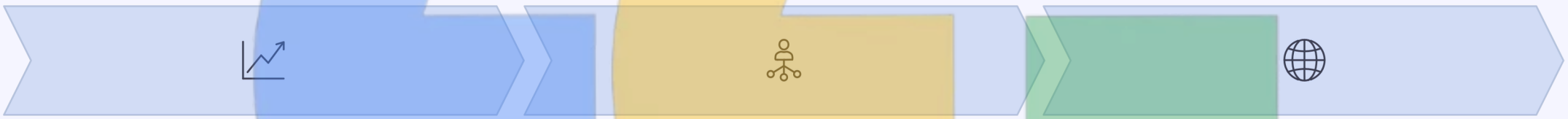
Three Pathways to Scale



Phase 1: Niche Specialist

Focus on single equipment type (e.g., spare parts) with £25K–£75K capital

Phase 2: Multi-Category

Expand to 2–3 equipment lines, establish dealership partnerships

Phase 3: Regional Hub

Multiple locations, integrated logistics, £500K+ turnover

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Key Success Factors

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Years	**Key Skills**	**Revenue Streams**
Average time to establish strong market position and dealer relationships	Trade knowledge,B2B networking, equipment valuation expertise	Sales + leasing provides stable income and customer retention

Next Steps

1. Register for IEC through DGFT portal (£250–£500)
2. Attend commercial vehicle shows in Delhi/Mumbai
3. Schedule consultations with freight forwarders
4. Research 3–5 target equipment lines for initial 6-month plan

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