

**Just for Starters:
How To Start Your Own
Export
Business**



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**Export
Business**
(4th Revised Edition)



What is Export Business?

The term ‘export’ is derived from the conceptual meaning as to ship the goods and services out of the port of a country. The seller of such goods and services is referred to as an “exporter” who is based in the country of export whereas the overseas based buyer is referred to as an “importer”. Speaking alternatively, an export’s counterpart is an import. Exports are a valuable part of any countries business.

Export Business is characterized by The Following Features

- 1. Seller called 'exporter' is in one country and buyer called 'importer' is in another country.**
- 2. Seller can sell his / her goods directly to the buyers or through intermediaries called indirect selling.**
- 3. Compared to domestic marketing, exporting has been found more challenging.**
- 4. Exporting requires significantly lower level of investment than other modes of international expansion, such as Foreign Direct Investment (FDI).**

- 5. In case of domestic sales, manufacturers typically sell to wholesalers or direct to retailer or even direct to consumers. But with exporting, manufacturers may have to sell first to importers who then, in turn, sell to wholesalers.**
- 6. On account of extra layer(s) in the distribution chain of exports squeezes margins and manufacturers may need to offer lower prices to importers than to domestic wholesalers.**

- 7. Exporting allows managers to exercise operation control but does not provide them the option to exercise as much marketing control.**
- 8. An exporter usually resides far from the end consumer and often enlists various intermediaries to manage marketing activities.**



How to Start an Export Business?

An export business is a business that sells products to a country other than the one where the goods are manufactured. While it may seem like most exporters are large corporations, more than 96 percent of exporters in the United States are small business owners. To start an export business, you will need to decide which products you will sell, complete the requirements for establishing a business, find funding, and develop channels to sell your goods in other countries.

1. Planning Your Export Business.

- **Decide what type of export business you will open.**
- **Figure out what you will sell.**
- **Identify your target market.**
- **Understand your target consumer.**
- **Write a business plan.**
- **Estimate your startup costs.**



2. Starting Your Business

- **Register your business and apply for a business license.**
- **Find funding.**
- **Get insured.**
- **Rent office and storage space.**



3. Exporting Products Successfully

- **Partner with a company or individual who can assist you with exporting your products.**
- **Take advantage of technology.**
- **Organize shipping.**
- **Make deals with buyers.**
- **Set payment and pricing terms.**
- **File the proper documentation.**
- **Fill your first orders.**



Benefits of Export Business

Exporting offers plenty of benefits and opportunities, including:

- **Access to more consumers and businesses.** If you're only doing business in this country, you may be limiting the total potential profits you could earn on opportunities to expand your business worldwide.
- **Diversifying market opportunities** so that even if the domestic economy begins to falter, you may still have other growing markets for your goods and services.

- **Expanding the lifecycle of mature products. If the domestic market seems saturated for your goods and services, you can introduce them to new markets in other parts of the world.**
- **Potential financing assistance from U.S. government agencies through loan guarantees that can help fund your exporting initiatives.**



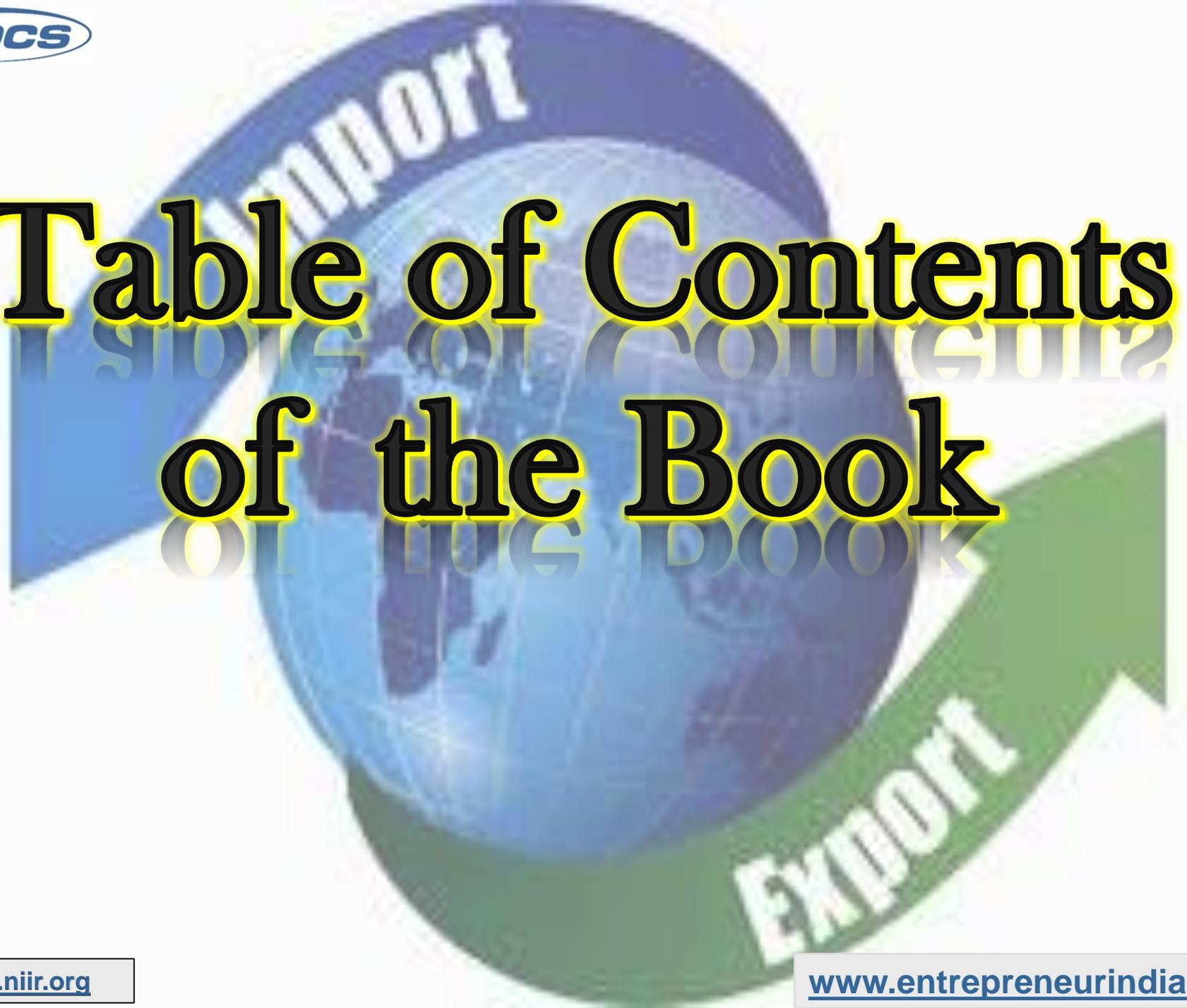
A large graphic in the background features a blue globe with a white grid. A blue arrow curves from the top left towards the globe, with the word "IMPORT" written in white along its path. A green arrow curves from the bottom right towards the globe, with the word "EXPORT" written in white along its path. The globe is centered and partially obscured by the text.

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- **furnishing only Letter of Undertaking (LUT) in place of Bond?**
- **Procedural Requirement for LUT Method**
- **How Exporter can claim refund under Option -2 Refund of IGST?**
- **Attention Exporters**
- **Changes in Export Procedures**
- **Export under factory stuffing procedures**
- **How tax will be charged when sold to merchant Exporter or**
- **in the course of Penultimate Sale**
- **Notification No. 41/2017-Integrated Tax (Rate) 23rd October 2017**
- **What is Deemed Export?**
- **Notification No. 48/2017-Central Tax**

26.GST ON EXPORT OF SERVICES ABROAD:

- **FIVE INTERESTING POINTS**
- **Meaning of Export**
- **Treatment of Export under GST**

- **Zero Rated Supply**
- **Routes/Ways to claim the refund**
- **Process for claiming a GST refund**
- **Analysis and Features**

27. GST TAX RATE FOR EXPORTS

- **WHAT IS GST TAX RATE FOR EXPORTS?**
- **GST ON EXPORT: HOW ARE EXPORTS TAXED UNDER GST?**
- **HOW ARE EXPORTS TAXED UNDER GST?**
- **EXPORT UNDER BOND OR LUT**
 - **(Letter of Undertaking) Without Payment of IGST**
 - **Letter of Undertaking (LUT)**
 - **What is LUT?**
 - **Who is Eligible to Export under LUT?**
 - **What is the Validity of LUT?**
 - **How is LUT Filed?**
- **EXPORT BOND UNDER GST**

- **What is Export Bond Under GST?**
- **Who is Eligible to Export under Bond?**
- **EXPORT BY PAYING IGST AND CLAIMING TAX REFUND LATER**
- **What are Zero Rated Supplies under GST?**
- **What are Deemed Exports Under GST?**
- **What are Documents and procedures for exporters under GST?**
- **Exporting goods: documents and procedures**
- **Exporting services: documents and procedures**

28. EXPORT PROMOTION ORGANIZATION

- **INTRODUCTION**
- **EXPORT PROMOTION COUNCILS (EPCs)**
- **ROLE / FUNCTIONS OF EPCS**
- **COMMODITY BOARDS**
- **MEANING**
- **ROLE /FUNCTION OF COMMODITY BOARD**

- **Issue of certificate of origin**
- **Collection of information**
- **Supplying information**
- **Organizing Seminars**
- **Trade Fairs & Exhibitions**
- **Recommendation to Government**
- **Inviting Trade Delegations**
- **Sending Delegations Abroad**
- **Consultancy Services**
- **Exploration of Overseas Markets**
- **Developing Export Consciousness**
- **Other Functions**

○ **STATE TRADING CORPORATION (STC)**

- **Meaning**
- **Objectives of Stc**
- **Functions (Services) of Stc**

○ **FEDERATION OF INDIAN EXPORT ORGANIZATIONS (FIEO)**

- **Assistance to Exporters**
- **CHAMBERS OF COMMERCE**
- **Role / Functions of Chamber of Commerce**
- **Issue of certificate of origin**
- **Collection of information**
- **Supplying information**
- **Organising seminars**
- **Trade fairs & exhibitions**
- **Recommendations to government**
- **Inviting Trade delegations**
- **Sending delegation abroad**
- **Consultancy services**
- **Exploration of overseas Markets**
- **Developing export consciousness**
- **Other functions**
- **INDIA TRADE PROMOTION ORGANIZATION (ITPO)**
- **MEANING**

○ **OBJECTIVES OF ITPO**

○ **FUNCTIONS AND SERVICES OF ITPO**

- **Organizing trade fairs and exhibitions in India and abroad**
- **Giving publicity to trade fair and exhibition**
- **Booking of space in Overseas Trade Fairs**
- **Inviting Trade Delegations from Abroad and**
- **sending Indian Trade Delegation Abroad**
- **Providing consultancy service to Indian exporters**
- **Organizing seminars and workshops**
- **Miscellaneous Functions**

29. LIST OF EXPORT PROMOTION COUNCILS/COMMODITY BOARDS/EXPORT DEVELOPMENT AUTHORITIES

Tags

#Exportbusiness

#Exportimport

#Exportimportbusiness

#Exportopportunity

#Detailedprojectreport

#Businessconsultant

#Businessplan

#Feasibilityreport

#NPCS

#Startupbusinessplan

#Startupinvestment

#Startup

#Bussinessplanshub

#Startupbusiness4you

#Startupbusinessplan

#Startupinvestment

#Startup

#Investinstartups

#Startupindiaconsultants

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#Startupplan

#Investingcapitalforbusiness

#Howtomakeyourbusinessmoresuccessful

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#Exports

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And before diversifying/venturing into any product, they wish to study the following aspects of the identified product:

- ❑ Good Present/Future Demand**
- ❑ Export-Import Market Potential**
- ❑ Raw Material & Manpower Availability**
- ❑ Project Costs and Payback Period**

The detailed project report covers all aspect of business, from analyzing the market, confirming availability of various necessities such as Manufacturing Plant, Detailed Project Report, Profile, Business Plan, Industry Trends, Market Research, Survey, Manufacturing Process, Machinery, Raw Materials, Feasibility Study, Investment Opportunities, Cost and Revenue, Plant Economics, Production Schedule,

Working Capital Requirement, uses and applications, Plant Layout, Project Financials, Process Flow Sheet, Cost of Project, Projected Balance Sheets, Profitability Ratios, Break Even Analysis. The DPR (Detailed Project Report) is formulated by highly accomplished and experienced consultants and the market research and analysis are supported by a panel of experts and digitalized data bank.

We at NPCS, through our reliable expertise in the project consultancy and market research field, have demystified the situation by putting forward the emerging business opportunity in India along with its business prospects.....[Read more](#)



Contact us

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NIIR PROJECT CONSULTANCY SERVICES



Entrepreneur India

Who are we?

A trusted and leading name in the industry, we have been putting forth exceptionally integrated and comprehensive technical consultancy services. We believe that project consultancy serves as a critical element for the success of your projects. Moreover, we keep in mind that no client is the same and nor are the requirements. Therefore, we ensure uniqueness in every service you avail from us.

- **One of the leading reliable names in industrial world for providing the most comprehensive technical consulting services**
- **We adopt a systematic approach to provide the strong fundamental support needed for the effective delivery of services to our Clients' in India & abroad**



We at NPCS want to grow with you by providing solutions scale to suit your new operations and help you reduce risk and give a high return on application investments. We have successfully achieved top-notch quality standards with a high level of customer appreciation resulting in long lasting relation and large amount of referral work through technological breakthrough and innovative concepts. A large number of our Indian, Overseas and NRI Clients have appreciated our expertise for excellence which speaks volumes about our commitment and dedication to every client's success.

We bring deep, functional expertise, but are known for our holistic perspective: we capture value across boundaries and between the silos of any organization. We have proven a multiplier effect from optimizing the sum of the parts, not just the individual pieces. We actively encourage a culture of innovation, which facilitates the development of new technologies and ensures a high quality product.

What do we offer?

- **Project Identification**
- **Detailed Project Reports/Pre-feasibility Reports**
- **Market Research Reports**
- **Business Plan**
- **Technology Books and Directory**
- **Industry Trend**
- **Databases on CD-ROM**
- **Laboratory Testing Services**
- **Turnkey Project Consultancy/Solutions**
- **Entrepreneur India (An Industrial Monthly Journal)**

How are we different ?

- We have two decades long experience in project consultancy and market research field
- We empower our customers with the prerequisite know-how to take sound business decisions
- We help catalyze business growth by providing distinctive and profound market analysis
- We serve a wide array of customers , from individual entrepreneurs to Corporations and Foreign Investors
- We use authentic & reliable sources to ensure business precision

Our Approach

Requirement collection

Thorough analysis of the project

Economic feasibility study of the Project

Market potential survey/research

Report Compilation

Who do we Serve?

- ❖ **Public-sector Companies**
- ❖ **Corporates**
- ❖ **Government Undertakings**
- ❖ **Individual Entrepreneurs**
- ❖ **NRI's**
- ❖ **Foreign Investors**
- ❖ **Non-profit Organizations, NBFC's**
- ❖ **Educational Institutions**
- ❖ **Embassies & Consulates**
- ❖ **Consultancies**
- ❖ **Industry / trade associations**

Sectors We Cover

- ❖ **Ayurvedic And Herbal Medicines, Herbal Cosmetics**
- ❖ **Alcoholic And Non Alcoholic Beverages, Drinks**
- ❖ **Adhesives, Industrial Adhesive, Sealants, Glues, Gum & Resin**
- ❖ **Activated Carbon & Activated Charcoal**
- ❖ **Aluminium And Aluminium Extrusion Profiles & Sections**
- ❖ **Bio-fertilizers And Biotechnology**
- ❖ **Breakfast Snacks And Cereal Food**
- ❖ **Bicycle Tyres & Tubes, Bicycle Parts, Bicycle Assembling**

Sectors We Cover *Cont...*

- ❖ **Bamboo And Cane Based Projects**
- ❖ **Building Materials And Construction Projects**
- ❖ **Biodegradable & Bioplastic Based Projects**
- ❖ **Chemicals (Organic And Inorganic)**
- ❖ **Confectionery, Bakery/Baking And Other Food**
- ❖ **Cereal Processing**
- ❖ **Coconut And Coconut Based Products**
- ❖ **Cold Storage For Fruits & Vegetables**
- ❖ **Coal & Coal Byproduct**

- ❖ **Copper & Copper Based Projects**
- ❖ **Dairy/Milk Processing**
- ❖ **Disinfectants, Pesticides, Insecticides, Mosquito Repellents,**
- ❖ **Electrical, Electronic And Computer based Projects**
- ❖ **Essential Oils, Oils & Fats And Allied**
- ❖ **Engineering Goods**
- ❖ **Fibre Glass & Float Glass**
- ❖ **Fast Moving Consumer Goods**
- ❖ **Food, Bakery, Agro Processing**

- ❖ **Fruits & Vegetables Processing**
- ❖ **Ferro Alloys Based Projects**
- ❖ **Fertilizers & Biofertilizers**
- ❖ **Ginger & Ginger Based Projects**
- ❖ **Herbs And Medicinal Cultivation And Jatropha (Biofuel)**
- ❖ **Hotel & Hospitality Projects**
- ❖ **Hospital Based Projects**
- ❖ **Herbal Based Projects**
- ❖ **Inks, Stationery And Export Industries**

Sectors We Cover *Cont...*

- ❖ **Infrastructure Projects**
- ❖ **Jute & Jute Based Products**
- ❖ **Leather And Leather Based Projects**
- ❖ **Leisure & Entertainment Based Projects**
- ❖ **Livestock Farming Of Birds & Animals**
- ❖ **Minerals And Minerals**
- ❖ **Maize Processing(Wet Milling) & Maize Based Projects**
- ❖ **Medical Plastics, Disposables Plastic Syringe, Blood Bags**
- ❖ **Organic Farming, Neem Products Etc.**

- ❖ **Paints, Pigments, Varnish & Lacquer**
- ❖ **Paper And Paper Board, Paper Recycling Projects**
- ❖ **Printing Inks**
- ❖ **Packaging Based Projects**
- ❖ **Perfumes, Cosmetics And Flavours**
- ❖ **Power Generation Based Projects & Renewable Energy Based Projects**
- ❖ **Pharmaceuticals And Drugs**
- ❖ **Plantations, Farming And Cultivations**
- ❖ **Plastic Film, Plastic Waste And Plastic Compounds**
- ❖ **Plastic, PVC, PET, HDPE, LDPE Etc.**

- ❖ **Potato And Potato Based Projects**
- ❖ **Printing And Packaging**
- ❖ **Real Estate, Leisure And Hospitality**
- ❖ **Rubber And Rubber Products**
- ❖ **Soaps And Detergents**
- ❖ **Stationary Products**
- ❖ **Spices And Snacks Food**
- ❖ **Steel & Steel Products**
- ❖ **Textile Auxiliary And Chemicals**

Sectors We Cover *Cont...*

Sectors We Cover *Cont...*

- ❖ **Township & Residential Complex**
- ❖ **Textiles And Readymade Garments**
- ❖ **Waste Management & Recycling**
- ❖ **Wood & Wood Products**
- ❖ **Water Industry(Packaged Drinking Water & Mineral Water)**
- ❖ **Wire & Cable**

Market Research Report

Objective

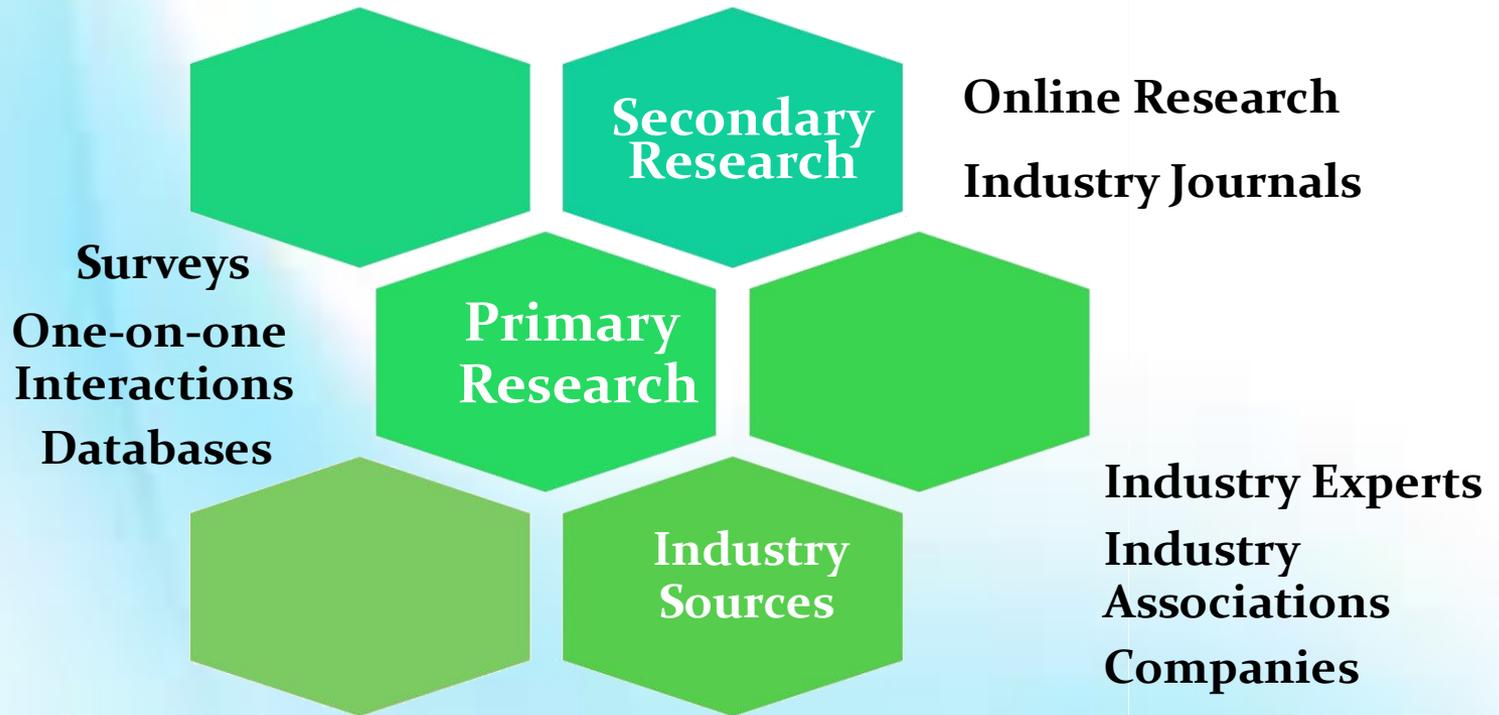
- To provide forecasts of key parameters which helps to anticipate the industry performance
- To help chart growth trajectory of a business by detailing the factors that affect the industry growth
- To help an entrepreneur/manager in keeping abreast with the changes in the industry
- To evaluate the competitive landscape of the industry by detailing:
 - ❑ Key players with their market shares
 - ❑ Financial comparison of present players

Clientele

- Venturist/Capitalists
- Entrepreneur/Companies
- Industry Researchers
- Investment Funds
- Foreign Investors, NRI's
- Project Consultants/Chartered Accountants
- Banks
- Corporates

[Click here for list](#)

Data Sources



Scope & Coverage



Our Team

- Our research team comprises of experts from various financial fields:**
- MBA's**
- Industry Researchers**
- Financial Planners**
- Research veterans with decades of experience**

Structure of the Report

- 1. Overview**
- 2. Market Analysis**
 - 2.1 Growth Drivers**
 - 2.2 Emerging Trends in the Industry**
 - 2.3 Regulatory Framework**
 - 2.4 SWOT Analysis**
 - 2.5 Herfindahl–Hirschman Index (HHI)**
- 3. Market Forecasts**
- 4. Key Players**

Structure of the Report

- 5. Key Financials and Analysis**
 - 5.1 Contact Information**
 - 5.2 Key Financials**
 - 5.3 Financial comparison**
- 6. Industry Size & Outlook**



Contact us

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A decorative illustration of a brown vine with several leaves, extending from the top left corner towards the center of the slide.

Thank You!

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