



EXPORT GUIDE: FOOD PROCESSING SECTOR



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Introduction

1. Food Processing Sector in Chhattisgarh

The Food Processing Industry (FPI) in India is regarded as a sunrise sector due to its rapid growth and immense future potential, playing a critical role in linking agriculture with industry and global markets. With an estimated Gross Value Added (GVA) of about ₹2.24¹ lakh crore, the sector contributes nearly 8% to Manufacturing GVA and accounts for 20.4% of exports in total Agri-food exports in 2024-25².

The sector plays a crucial role in reducing post-harvest losses, enhancing farmers' incomes, generating employment opportunities, and improving market access for agricultural and forest-based products. The state's strategic location in central India, coupled with improving logistics and connectivity, further strengthens its position as a processing and distribution hub for domestic and international markets. This Export Guide for Food Processing Sector has been crafted as a hands-on manual for exporters of food processing products from Chhattisgarh.

¹ [Strengthening India's Food Processing Ecosystem, PIB, April 2006](#)

² [Employment Generation in Food Processing Sector, PIB, December 2025](#)



Product & Market Selection

2. Know Your Product & Market

Chhattisgarh is one of India's agriculturally rich states, endowed with fertile plains, diverse agro-climatic conditions, and abundant production of cereals, pulses, oilseeds, fruits, vegetables, forest produce, and livestock products. In addition to agricultural produce, the state possesses significant reserves of non-timber forest products such as tamarind, mahua, chironji, lac, and medicinal plants, creating substantial opportunities for value addition and agro-based industrial development.

Over 478 food processing and agro-based units have been established in recent years, generating employment for more than 6,300 people³. The state has developed an extensive food processing ecosystem with more than 15 food parks completed/under Construction.⁴

Potential export markets have been identified through a comprehensive assessment of key trade and market-access indicators. The analysis considers countries with a substantial share of global imports for the concerned product category, consistent growth in import demand over recent years, comparatively low applied tariff rates, and a lower incidence of non-tariff measures.

Table 1: Top Food Processing Commodities Exported from Chhattisgarh (2024-25) ⁵ :

S.No	HS Code	Product	Existing Markets	Potential Markets
1	151590	Vegetable Fats & Oils	USA, Japan, Russia, Turkey	France, Netherlands, South Korea, UAE

³ MoFPI - CH Profile Food Processing - Towards Sustainable Growth Opportunities

⁴ CSIDC -Food Processing

⁵ DGFT Tradestat, APEDA Export Statistics, ITC Trade Map, India Trade Portal

2	130190	Natural Gums & Resins	Italy, Germany, Spain	France, China, UAE, Netherlands
3	091099	Seeds/Spice Mixtures	Netherlands, UK, Russia	Germany, UAE, Saudi Arabia, Malaysia
4	230910	Pet Food	UAE, Nepal, Bangladesh	Saudi Arabia, Qatar, Oman, South Africa
5	151190	Refined Palm Oil	Russia	Kazakhstan, Uzbekistan, Belarus, Ukraine
6	081340	Dried Fruits	Bangladesh, Vietnam, UAE	Saudi Arabia, Netherlands, Germany, UK
7	121190	Medicinal Plants & Seeds	Bangladesh, China, UAE	Germany, USA, Japan, S. Korea
8	071320	Chickpeas	Bangladesh	Pakistan, UAE, Egypt, Turkey, Algeria
9	190590	Bakery Products	UK, Australia	UAE, Saudi Arabia, USA, Canada, Singapore
10	120991	Vegetables	Bangladesh, Thailand	Vietnam, Indonesia, Philippines, Kenya

2.1 High-Potential Export Products for Chhattisgarh

Based on agro-climatic similarity and neighbouring state export success, apart from the above top exports of Chhattisgarh, some of these products can have huge potential to be exported from Chhattisgarh:

S. No	Product	Export Markets
1	Tamarind products	UAE, USA, Malaysia
2	Turmeric	USA, Germany, UAE
3	Cashew kernels	UAE, Netherlands, USA
4	Soybean meal	Vietnam, Thailand, Indonesia
5	Maize starch	Bangladesh, Indonesia
6	Mango and Mango pulp	Saudi Arabia, UAE, Oman
7	Herbal extracts	Germany, USA, Japan
8	Lac products	Germany, USA, China
9	Mahua-based products	USA, EU (specialty foods/cosmetics)
10	Dehydrated Onion Products (flakes, powder, granules)	USA, Germany, Netherlands, UAE, Malaysia
11	Value-Added Rice Products (rice flakes, rice snacks, rice flour)	UAE, Saudi Arabia, USA, Australia, Singapore

2.2 Market Selection Framework

A country should be considered a potential target market for export promotion if it satisfies one or more of the following criteria:

1. It is among the world's leading importers of the product, indicating the presence of a large and established market with substantial demand potential.
2. India already has a significant presence in the market, demonstrating market acceptance and opportunities for further expansion.
3. Other Indian states are successfully exporting the product to the market, indicating its commercial viability and accessibility for Indian exporters.
4. The country offers favourable market access conditions, including Free Trade Agreements (FTAs), Comprehensive Economic Partnership Agreements (CEPAs), preferential tariff arrangements, or other trade facilitation measures with India.
5. Import demand for the product is growing rapidly, with the country's imports expanding faster than global averages, signalling emerging opportunities.
6. The country relies significantly on imports to meet domestic demand, due to limited local production capacity, resource constraints, or structural supply gaps.
7. The market's consumption patterns align with Chhattisgarh's production strengths, including demand for agricultural, processed food, value-added or organic products.
8. The country offers a conducive business environment and strong market potential, characterized by stable regulations, efficient logistics connectivity, favourable economic and demographic trends.

3. Step by Step Process – Exporting from Chhattisgarh





Export Compliances

4. Regulatory Requirements

Before undertaking exports, businesses must complete essential registrations, establish banking arrangements and obtain the necessary documentation required under India's export regulations. These requirements ensure legal compliance, facilitate customs clearance and enable smooth execution of international trade transactions.

4.1 Registration and Documentation

Proper documentation is a critical component of international trade for the successful execution of export transactions. Understanding the required document's purpose, contents and issuing authority is crucial to avoid delays and financial losses.

4.1.1 Registering a business entity

The first step to start an export-oriented business from Chhattisgarh is to establish a business organisation as a legal entity. The business may be registered in the form of Proprietorship, Limited Liability Partnership (LLP), Private Limited Company, Partnership Firm or as a Society/Trust.

The registration of a company can be done online by visiting the Ministry of Consumer Affairs portal - <https://www.mca.gov.in/content/mca/global/en/foportal/fo-user-registration.html>

A step-by-step guide to incorporate a company can be accessed from the portal - https://api.giftgujarat.in/public/downloads/ifsc/setting_up_at_GIFT_city/Step_By_Step_Guide_Company_Incorporation_20112019.pdf

4.1.2 Obtaining a PAN Card

A pan card must be obtained in the name of the company - it is an important requirement for all the export duty and taxation related compliances in the future.

Documents required:

- Proof of Office Address
- Proof of Registration
- ID & Address Proof of Authorised Signatory

For more information on How to Apply, visit: <https://www.incometaxindia.gov.in/tax-services/apply-for-pan#main-content>

4.1.3 Opening a Bank Account

As per the Foreign Exchange Management Act, banks listed under Authorised Dealer (AD 1) Category by the Reserve Bank of India, are authorised to process international financial transactions related to exports.

The list of banks approved by the RBI can be checked through the following link: <https://rbi.org.in/Scripts/category.aspx>

An aspiring exporter may open a dedicated business banking facility / current account with a bank of choice, to execute export transactions.

4.1.4 Export Related Documentations

The documents required for completing an export transaction varies depending upon the commodity chosen for exports. The table below indicates some of the mandatory documents required for exporting.

Table 2: List of Documents required for exports

S. No	Document Name	Purpose	Issuing Authority / Prepared by
1.	Import Export Code (IEC)	Mandatory registration to legally export/import goods	Directorate General of Foreign Trade (DGFT) https://www.dgft.gov.in/CP/
2.	Registration-Cum-Membership Certificate (RCMC)	Registration with the relevant Export Promotion Council/Commodity Board to avail benefits under the Foreign Trade Policy.	EPCs, Commodity Boards & FIEO. DGFT RCMC Guide
3.	Commercial Invoice	Details of goods sold, value, buyer, seller & payment terms.	Exporter
4.	Packing List	Details on packaging, quantity, weight and dimensions.	Exporter
5. (a)	Bill of Lading (B/L)	Transport document and receipt of goods for sea shipments.	Shipping Line / Freight Forwarder

5. (b)	Airway Bill (AWB)	Transport document for air shipments.	Airline / Freight Forwarder
6.	Certificate of Origin (COO)	Certifies the country of origin of goods and enables preferential tariff benefits where applicable.	DGFT-authorized agencies, EPCs, FIEO, Inspection councils.
7.	Insurance Certificate	Proof of marine or cargo insurance.	Insurance Company
8.	Letter of Credit / Purchase Order	Specifies agreed payment terms between buyer and seller.	Importer / Buyer's Bank
9.	Shipping Bill	Principal customs document required for export clearance.	Customs Department via ICEGATE portal
Product Specific Documentations			
10.	Phytosanitary Certificate	Certifies products free from pests - compliance with importing country	Directorate of Plant Protection and Storage
11.	Export Inspection Certificate	Verifies product quality as per buyer/destination norms.	Export Inspection Council accredited testing labs.
12.	Test Reports / Laboratory Analysis	Demonstrates compliance with microbiological, pesticide residue, heavy metal requirements.	NABL-accredited / EIC-approved Laboratories
13.	Fumigation Certificate	Certifies fumigation treatment of consignments/ packaging material	Approved Fumigation Agency
14.	Health / Sanitary Certificate	Certifies food products meet health and hygiene requirements.	Export Inspection Council (EIC)

Source: Foreign Trade Policy, Handbook of Procedures, CBIC/ICEGATE procedure and product-specific certification requirements notified by APEDA and EIC.

4.2 Tariffs, Taxes and Duties

Every export order attracts various lines of tariffs, taxes and duties, depending upon factors like destinations, quantum, type of goods etc. An exporter must be aware of the following type of charges in the form of duties and tariffs for products exported from Chhattisgarh.

4.2.1 Tariffs

Export destinations / countries apply tariffs to the products exported from India. Exporters may negotiate favourable contracts with the buyers on responsibility of bearing import duties, taxes, and other charges.

Tariffs may affect the demand of the product, as it impacts the final landing price of the product exported. Exporters can find the tariff applicable on their product in a specific country, by entering the HS code details on the following Trade Connect Portal of Ministry of Commerce - www.trade.gov.in/pages/free-trade-agreements or <https://indiantradeportal.in/>

4.2.2 Non-Tariff Barriers Affecting Food Product Exports from Chhattisgarh

The export of processed food products is increasingly influenced by non-tariff barriers (NTBs) which often operate alongside tariffs, to ensure food safety, consumer protection, and product quality by the importing countries.

Major export destinations such as the United States, the European Union, the United Arab Emirates, China, and Southeast Asian countries maintain rigorous regulatory frameworks for imported food products. For instance, the United States requires compliance with food safety regulations administered by the Food and Drug Administration (FDA), including facility registration and prior notice requirements. Countries in the Gulf region often require halal certification. Some of the major Non-Tariff Barriers are listed below:

Table 3: Non-Tariff Barriers on Food products

Non-Tariff Barrier (NTB)	Description
Sanitary and Phytosanitary (SPS) Measures	Compliance with food safety, hygiene, and plant/animal health standards.
Maximum Residue Limits (MRLs)	Limits on pesticide, veterinary drug, and chemical residues in food products.
Facility / Exporter Registration	Registration of manufacturing facilities or exporters with importing country authorities (e.g., FDA, GACC).
Import Permits & Product Registration	Prior import approvals or product registration required for specific food categories.
Product Testing & Border Inspection	Laboratory testing, quarantine checks, and inspections at the port of entry.
Labelling Requirements	Compliance with country-specific labelling, nutrition, allergen, language, and country-of-origin requirements.
Packaging & Food Contact Standards	Use of approved food-grade packaging materials and compliance with packaging regulations.
Shelf-life Requirements	Minimum residual shelf life at the time of import.
Traceability Requirements	Ability to trace products throughout the supply chain from farm to consumer.
Conformity Assessment	Mandatory certification, inspection, or compliance with national technical standards.
Religious / Special Certifications	Certifications such as Halal, Organic, Kosher, or other market-specific requirements.
Private Buyer Standards	Compliance with buyer-driven standards such as GlobalG.A.P., BRCGS, FSSC 22000, and HACCP.

Food Additive Regulations	Restrictions on permitted preservatives, colours, sweeteners and additives
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4.3 Export Certifications

Before exporting, businesses must ensure that their products meet the quality, safety and technical requirements of the destination market. In India, the Export Inspection Council (EIC) is the apex body responsible for export quality control, inspection and certification to facilitate compliance with importing countries' requirements.

Some common testing and certification requirements for food processing sector are mentioned below.

4.3.1 Common testing and certifications for Food Processing Sector

Global buyers may specify requirements for certain test and certification requirement as per mandatory obligation their respective countries. Those test and certification requirements may be carefully negotiated and will become part of contracts. Some of the most requested testing and certification requirement for food products are listed below.

Table 4: Indicative testing and voluntary certifications commonly requested for Food Processing products:

S. No	Certification / Testing	Purpose	Importing Countries / Regions	Issuing / Testing Authority	Official Website / Reference Link
1.	Phytosanitary Certificate	Confirms freedom from pests and diseases	Global (mandatory for most countries)	Directorate of Plant Protection, Quarantine & Storage (DPPQS)	https://plantquarantineindia.nic.in
2.	Fumigation Certificate	Ensures food products has been treated for insects/pests	Middle East, Africa, ASEAN	Approved fumigation agencies	https://plantquarantineindia.nic.in
3.	Quality Certificate (as per Codex)	Compliance with prescribed food safety and quality standards	EU, USA, Japan, Australia	APEDA / FSSAI-approved laboratories	https://apeda.gov.in https://fssai.gov.in
4.	Certificate of Origin	Specifies country of origin of the products	All countries	Export Promotion Councils (EPCs) such	https://fieo.org

				as APEDA, FIEO, etc.	
5.	Aflatoxin Testing	Checks presence of aflatoxins (mycotoxins)	EU, USA, Japan	NABL-accredited laboratories	https://nabl-india.org
6.	Pesticide Residue Analysis	Ensures pesticide levels are within MRLs	EU, Japan, South Korea	APEDA / FSSAI-recognized labs	https://apeda.gov.in https://fssai.gov.in
7.	Heavy Metal Testing	Ensures safe levels of lead, arsenic, cadmium, mercury	EU, USA	NABL-accredited laboratories	https://nabl-india.org
8.	Genetically Modified Organism (GMO) Free Certificate	Declares absence of GM food products	EU, Gulf Countries, Sri Lanka	GM-free certified labs approved by APEDA	https://apeda.gov.in
9.	India Organic Certification	Certifies organic cultivation and processing methods	USA, EU, Canada, Australia	Accredited organic certifying agencies (under NPOP)	https://apeda.gov.in/apedawebsite/organic
10.	SGS / Cotecna / Intertek Inspection Certificate	Third-party inspection of shipment for quality & packing	Africa, Latin America, Middle East	International inspection agencies (recognized globally)	https://www.sgs.com https://www.cotecna.com https://www.intertek.com
11.	Radioactivity Test	Ensures absence of radioactive contamination	Japan, South Korea, Russia	Authorized government	https://www.tuvsud.com/en-in https://aurigaresearch.com/testing/radioactivity-testing/

4.3.2 Third party testing and certification organizations

Third-party testing and certification organizations support food exporters by verifying that products meet the quality, safety, and regulatory requirements of domestic and international markets. Through laboratory testing, inspections, and certification services,

these agencies help exporters demonstrate compliance with recognized standards, enhance product credibility, and facilitate smoother access to global markets.

Table 5: List of third-party testing & certification organizations for exporters

S. No.	Organisation Name	Role	Office Address
1	Bureau Veritas India Pvt. Ltd.	Food testing, inspection, certification, residue analysis, export compliance certification	530/531 Commodity Exchange Building, 5th Floor, Sector 19, Vashi, Navi Mumbai – 400705,
2	Intertek India Pvt. Ltd.	Food testing, quality assurance, certification, supply chain audits, export compliance	Fountain Plaza, 4th Floor, Room No 4B 30-12-190, DABA Garden, Visakhapatnam -9553588881
3	TÜV India Pvt. Ltd. (TÜV NORD)	Food and packaging testing, FSMS certification, laboratory analysis, export certification	801, Raheja Plaza-1, LBS Marg, Ghatkopar (West), Mumbai – 400086, Maharashtra
4	TÜV SÜD South Asia Pvt. Ltd.	Food testing, microbiological analysis, contaminant testing, export compliance audits	Global HQ in India: Mumbai; Food testing laboratories at Bengaluru, Gurugram and Visakhapatnam Tel.:22 66477000 / 18002090902 foodcertindia@tuv-nord.com
5	Control Union Inspections & Certifications India Pvt. Ltd.	Organic certification, food safety certification, traceability audits, export certification	22nd & 23rd Floor, Arihant Aura, TTC Industrial Area, Thane-Belapur Road, Navi Mumbai, Maharashtra
6	ALS Testing Services India Pvt. Ltd.	Food testing, contaminants analysis, agricultural product testing, export support	No. 65, Bommasandra Jigani Link Road, KIADB Industrial Area, Bengaluru – 560105, Karnataka
7	Equinox Labs Pvt. Ltd.	FSSAI, APEDA, EIC certification support, food testing, regulatory compliance services	R-854, TTC Industrial Area, Rabale, Navi Mumbai – 400701, Maharashtra contact@equinoxlab.com +918976974310
8	Interfield Laboratories (IFL)	Food testing, microbiology, residue analysis, export quality testing	Interfield Laboratories, Plot No. C4, Green Industrial Park, Gambheeram Village, Visakhapatnam, AP - 9388605447

9	Testtex India Laboratories Pvt. Ltd.	NABL-accredited food testing, pesticide residue testing, export quality verification	301-304, Premsons Industrial Estate, Caves Road, Jogeshwari (East), Mumbai – 400060, info@testtex.com
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Institutional Support

5. Institutional Support Framework for Enhancing Food Product Exports

The export promotion ecosystem for food products in Chhattisgarh is supported by a coordinated network of national and state-level institutions. While central government agencies provide the regulatory framework, export facilitation, quality certification and market development support, the Government of Chhattisgarh complements these efforts through industrial incentives, infrastructure development, skill enhancement and MSME support. Some of the support mechanisms are listed below:

S. No.	Institution / Scheme	Key Support Provided
1	Directorate General of Foreign Trade (DGFT)	Implements the Foreign Trade Policy; administers export promotion schemes such as RoDTEP; facilitates export authorisations and trade-related services.
2	Agricultural and Processed Food Products Export Development Authority (APEDA)	Registration (RCMC); export promotion of agricultural and processed food products; assistance for quality certification, packhouses, cold chain, traceability, branding, market development, buyer-seller meets and participation in international trade fairs.
3	Export Inspection Council (EIC)	Export inspection, quality assurance and certification to ensure compliance with importing countries' technical requirements.
4	Food Safety and Standards Authority of India (FSSAI)	Establishes food safety standards, licensing requirements and hygiene regulations for food businesses.
5	Commodity Boards / Export Promotion Councils/ FIEO	Product-specific technical guidance, export promotion, market intelligence, buyer linkages, capacity building, training programmes, and trade promotion activities.
6	Food Parks & Mega Food Park	Provides developed industrial infrastructure including processing facilities, warehousing, cold storage, testing facilities and common utilities to encourage value addition and exports.

7	One District One Product (ODOP)	Product-specific value chain development, branding, market linkage and financial support for district-specific food products.
8	Single Window System	Online platform for obtaining approvals, registrations and clearances required for establishing and operating food processing units.
9	District Industries Centres (DICs)	Assistance for MSME registration, government schemes, entrepreneurship development, project facilitation and local industry support.
10	RoDTEP Scheme	Refunds embedded taxes and duties not otherwise reimbursed, improving the price competitiveness of Indian exports.
11	Advance Authorization Scheme	Allows duty-free import of inputs required for manufacturing export products, thereby reducing production costs.
12	Export Promotion Capital Goods (EPCG) Scheme	Permits import of capital goods at concessional or zero customs duty, subject to an export obligation, facilitating technology upgradation.
13	Duty Drawback Scheme	Provides reimbursement of customs and excise duties paid on inputs used in goods supplied as deemed exports, reducing the tax burden on eligible suppliers.
14	Chhattisgarh Industrial Development Policy 2024–30	• Transport Subsidy: Reimbursement of transportation costs for export-oriented manufacturing units up to ₹50 lakh/year for 5 years. • Export Certification Subsidy: Reimbursement of 50% of certification costs (e.g., USFDA, WHO-GMP, EU-GMP, etc), up to ₹15 lakh per product (maximum 10 products). • Packaging Centre Support: Incentives for packaging centres having at least 70% of packaging activity dedicated to export-related goods.



Finding Buyers & Final Shipment

6. Find Your Buyers

Identifying reliable international buyers is a crucial step in expanding export opportunities for exporters. They can leverage a variety of channels to establish business connections in overseas markets, including country-specific trade help desks, international trade fairs, B2B meetings, buyer-seller meets, and networking platforms facilitated by Export Promotion Councils (EPCs), industry associations, and Indian Missions abroad. Exporters can also enhance their market outreach by registering with the Agricultural and Processed Food Products Export Development Authority (APEDA), one of India's key Export Promotion Councils for agricultural and processed food products.

6.1 Country Help Desk

Many countries maintain dedicated trade help desks, enquiry points, or market access portals through their trade promotion organizations, investment agencies, and chambers of commerce. These platforms are designed to facilitate international trade, provide information on import procedures and regulations, and support business matchmaking between foreign suppliers and domestic buyers.

Table 6: Major Country Helpdesks for buyer identification

Country / Region	Helpdesk Name	Operating Agency	Scope & Services	Official Website
European Union	<i>Access2Markets</i> (formerly EU Trade Helpdesk)	European Commission (Directorate-General for Trade)	Provides market specifics by HS code—tariffs, regulatory reqs, VAT, customs procedures, trade barriers, statistics; interactive helpdesk support etc	https://trade.ec.europa.eu/access-to-markets

United States	<i>International Trade Administration (ITA)</i>	U.S. Dept. of Commerce	Offers expert assistance, barrier reporting, trade compliance, market guides, importer/ exporter support	https://www.trade.gov/contact-us
United Kingdom	<i>UK Trade Info</i>	Dept. for Business and Trade	Assists with import statistics, Intrastat, tariff classification, data tables, API help, import controls, guidance via email/phone	https://www.uktradeinfo.com/help-and-support
Japan	<i>Japan Customs Tariff Consultation</i>	Japan Customs	Provides import tariff information, HS classification, regulation guidance	http://www.customs.go.jp/english/tariff/
China	<i>Global Trade Helpdesk</i>	ITC + CCPIT & Chinese Customs/MO FCOM	Multilingual portal covering tariffs, import/export data, SPS/TBT measures, trade finance, e-commerce.	https://globaltradehelpdesk.org

6.2 Trade Fairs & Exhibitions

Trade fairs and international exhibitions remain one of the most effective and proven platforms for connecting exporters with global buyers, distributors, agents, and institutional procurement bodies. These events facilitate direct engagement, market visibility, and opportunity mapping, especially for exporters in highly competitive sectors such as the food processing sector.

Table 7: List of major trade fairs for Food Processing products

Sl. No.	Trade Fair	Venue	Frequency	Sector Focus	Website
1	Gulfood 2027	Dubai World Trade Centre, Dubai, UAE	Annual	Food & beverages, processed foods, grains, dairy, meat	https://www.gulfood.com
2	SIAL Paris 2026	Paris Nord Villepinte Exhibition Centre, Paris, France	Biennial	Processed foods, beverages, food innovation, retail food products	https://www.sialparis.com

3	FOODEX Japan 2027	Tokyo Big Sight, Tokyo, Japan	Annual	Processed foods, beverages, food ingredients, ready-to-eat products	https://www.jma.or.jp/foodex/en
4	THAIFEX–Anuga Asia 2026	IMPACT Exhibition and Convention Centre, Bangkok, Thailand	Annual	Food processing, beverages, food technology, ingredients, retail food	https://thaifex-anuga.com
5	FHA – Food & Beverage 2026	Singapore Expo, Singapore	Biennial	Processed foods, beverages, food ingredients, food service products	https://www.fhafnb.com
6	Saudi Food Show 2026	Riyadh Front Exhibition & Conference Centre, Riyadh, Saudi Arabia	Annual	Food products, food ingredients, food processing and retail	https://www.thesaudiofoodshow.com
7	Fine Food Australia 2026	Melbourne Convention and Exhibition Centre, Melbourne, Australia	Annual	Processed foods, hospitality products, food ingredients	https://finefoodaustralia.com.au
8	WorldFood Moscow 2026	Crocus Expo International Exhibition Centre, Moscow, Russia	Annual	Food products, beverages, food ingredients, retail sourcing	https://world-food.ru/en
9	BIOFACH 2027	Exhibition Centre Nuremberg, Nuremberg, Germany	Annual	Organic and natural food products	https://www.biofach.de/en
10	Anuga FoodTec India 2026	Bombay Exhibition Centre, Mumbai, India	Biennial	Food processing technology, packaging, automation, ingredients	https://www.anugafoodtecindia.com
12	Indusfood 2027	India Expo Centre & Mart, Greater Noida, India	Annual	Food & beverage exports, processed foods, ingredients, private label products	https://www.indusfood.co.in

13	Food India Expo	CIDCO Exhibition Centre, Vashi, Navi Mumbai	Annual	Food products, food ingredients, food processing and retail	https://www.foodindia.co/
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6.3 Trade Associations

Trade associations, industry bodies, and export promotion organizations play a vital role in strengthening international trade by creating structured platforms for business networking, market access, and industry collaboration. Acting as representatives of their respective sectors, these organizations facilitate interactions between exporters, importers, distributors, and other key stakeholders across global value chains.

Table 8: Major Global Trade Associations for Food Processing Industry

S. No.	Association Name	Sector/Scope	Region/Country	Full Website
1	Consumer Brands Association (CBA)	Processed foods, beverages, consumer packaged goods manufacturers	United States	https://www.consumerbrandassociation.org
2	Food and Drink Federation (FDF)	Food manufacturing, processing and export promotion	United Kingdom	https://www.fdf.org.uk
3	FoodDrinkEurope	Food and beverage manufacturing industry representation	European Union	https://www.fooddrinkeurope.eu
4	Australian Food and Grocery Council (AFGC)	Food and grocery manufacturing, processing and exports	Australia	https://www.afgc.org.au
5	China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce and Animal By-Products (CFNA)	Food trade, processed food imports and exports	China	http://www.cfna.org.cn
6	Association of Food Producers & Suppliers (Rusprodsouyz)	Food and beverage manufacturing and processing	Russia	https://rusprodsouyz.ru/

7	UAE Food & Beverage Manufacturers Group (FBMG)	Food processing, manufacturing and food security initiatives	United Arab Emirates	https://uaefoodplatform.com/
10	Singapore Food Manufacturers' Association (SFMA)	Food processing, manufacturing, innovation and exports	Singapore	https://www.sfma.org.sg
11	ASEAN Food and Beverage Alliance (AFBA)	Food and beverage industry cooperation and trade facilitation	ASEAN	https://afba.co
12	ASEAN Chamber of Commerce and Industry (ASEAN-CCI)	Regional trade promotion, including food and agribusiness sectors	ASEAN	https://accim.org
13	Brazilian Food Industry Association (ABIA)	Food processing, packaged foods and export promotion	Brazil	https://www.abia.org.br
14	Malaysia External Trade Development Corporation (MATRADE)	Trade promotion, food and beverage imports and exports	Malaysia	https://www.matraade.gov.my/
15	Kenya Association of Manufacturers (KAM) – Food Sector	Export promotion	Kenya	https://kam.co.ke
16	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)	Food processing, agribusiness and export development	Nigeria	https://naccima.com
17	Food Industry Asia (FIA)	Food and beverage manufacturers operating across Asia-Pacific markets	Asia Pacific	https://foodindustry.asia

6.4. Finalize the Export Deal

Always execute an Export Sales Contract before shipment. Agree in writing on:

- Product specifications
- Quantity
- Quality standards
- Packaging
- Price

- Delivery schedule
- Incoterms (FOB, CIF, CFR, etc.)
- Inspection requirements
- Payment terms
- Dispute resolution

6.5. Secure Payment

Below are some of the major trade finance options available to exporters to help mitigate risks and ensure financial security in international trade transactions:

Table 9: Trade Finance Options

S. No.	Financing Instrument	Purpose / Key Benefit
1	Packing Credit	Working capital finance for procurement, processing, manufacturing and packing of goods meant for export.
2	Pre-shipment Export Credit	Finance provided before shipment to meet production, procurement and export-related expenses against a confirmed export order or Letter of Credit.
3	Post-shipment Export Credit	Finance extended after shipment until realization of export proceeds, helping exporters manage cash flow.
4	Warehouse / Inventory Finance	Loan against inventory or goods stored in warehouses to meet working capital requirements.
5	Buyer's Credit	Overseas lender finances the importer, enabling timely payment to the exporter.
6	Supplier's Credit	Exporter extends deferred payment terms to the buyer with financing support from banks or financial institutions.
7	Letter of Credit (LC)	Bank guarantee ensuring payment to the exporter upon submission of compliant shipping documents.
8	Documentary Collection	Export documents are routed through banks, and payment is collected from the buyer before release of documents.
9	Open Account	Goods are shipped before payment is received; favourable to the buyer but carries higher payment risk for the exporter.
10	Factoring & Forfaiting	Sale of export receivables to a financial institution for immediate liquidity; factoring is generally for short-term receivables, while forfaiting is for medium- to long-term export receivables.
11	Bill Discounting	Exporter receives immediate funds by discounting bills or invoices with a bank before their due date.
12	Receivables Discounting	Sale of invoices or receivables at a discount to obtain immediate working capital without waiting for buyer payment.



Government of Chhattisgarh
Department of Commerce and Industries