

ACTION PLAN TO START EXPORT BUSINESS

PHASE 1 FOUNDATION SETUP

- Market Research – identify products in demand globally (eg. ori products, textiles, engineering goods). Start with 1-2 competitive but profitable.
- Decide Your Product– Choose based on availability, margins, government support, and your network.
- Business Registration – Register as a Sole Proprietor/Partnership/Private Li
- Apply for IEC (import Export Code) – Mandatory from DGFT for exporting

PHASE 2 COMPLIANCE & DOCUMENTATION

- GST Registration – Needed for tax and exports
- Bank Account – Open a current account in your business name
- RCMC (Registration Cum Membership Certificate) – Willf relevant Export Promotion Council i e. APEDA for agri, FIEP for general.
- Quality Certifications – if required (ISO, HACCP, FSSAI, Phaosanitary, Organ Certification)

PHASE 3 MARKET ENTRY

- Find Buyers – Use BEG portals (Allbaba, IndlaMART, TradeIndia, Global Sources)
- Work Out Costs – Product + Packaging + inland fransport + Customs + Freight + Insurance
- Payment Methods – Start with Advance TT or LC for safety, Later, use OA (open account) for trusted clients
- Export incentives – Claim RoDTEP, RoSCTL, MEIS (if applicable)

PHASE 4 LOGISTICS & SHIPPING

- Choose Freight Forwarder – They handle customs, documentation, transport
- Export Documentation – Invoice, Packing List, Shipping Bill, Bill of Lading, Airway Bill
- Branding & Packaging –Invest in unique packaging and certifications to build trust
- Digital Marketing – SEO, Linkelin, email marketing, and trade fairs

PHASE 5 GROWTH & SCALING

- Build Buyer Relationships – Repeat orders are the real growth driver



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