

Beginner's Guide to Export Business from India

How to Buy Pharma & Tea in India for Export

Pharma:

- Types to export: Generic medicines, APIs, Herbal/Ayurvedic, OTC products.
- Where to source: Mumbai, Hyderabad, Ahmedabad, Bengaluru hubs.
- Use B2B portals: IndiaMART, TradeIndia.
- Verify licenses and certifications.
- Request samples and negotiate price & MOQ.

Tea:

- Types to export: Black Tea (Assam, Darjeeling, Nilgiri), Green Tea, Organic Tea, Specialty Tea.
- Where to source: Assam, Darjeeling, Nilgiri regions, Tea auctions, Estates.
- Use B2B portals like IndiaMART, TradeIndia.
- Inspect quality and obtain certifications.
- Negotiate price per kg and MOQ.

Where to Find Sellers/Buyers in Other Countries

Pharma Buyers:

- USA, Europe, Africa, South East Asia.
- Use Alibaba.com, LinkedIn pharma groups, Trade fairs, FIEO pharma division.
- Reach out to distributors and pharmacies.

Tea Buyers:

- UK, Russia, Middle East, USA, Japan.
- Use Alibaba.com, Global Tea Expo, Specialty shops, Trade fairs.

Pricing & Buying Insights

Pharma Prices:

- Varies widely by product and volume.
- Generic tablets approx Rs.1 - Rs.5 per tablet.
- Herbal supplements Rs.10 - Rs.50 per unit.
- APIs vary with chemical complexity.

Tea Prices:

- Black Tea: Rs.200 - Rs.400 per kg (bulk price).
- Darjeeling Tea: Rs.600 - Rs.1500 per kg.
- Green Tea: Rs.300 - Rs.700 per kg.
- Organic Tea usually Rs.800+ per kg.

What Buyers Mostly Buy

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Pharma Buyers:

- Cost-effective generic medicines.
- Herbal/Ayurvedic products.
- Vitamins & supplements.
- OTC drugs.

Tea Buyers:

- Authentic regional teas.
- Organic and specialty flavored teas.
- Bulk teas for blends.
- Retail-packaged premium teas.

Summary Checklist

Pharma:

- Source from pharma hubs.
- Verify licenses and certifications.
- Approx prices Rs.1 - Rs.50 per unit.
- Find buyers on Alibaba, LinkedIn.
- Popular markets: USA, Europe, Africa.

Tea:

- Source from tea estates.
- Verify FSSAI, organic certification.
- Approx prices Rs.200 - Rs.1500 per kg.
- Find buyers on Alibaba, Tea expos.
- Popular markets: UK, Russia, Middle East.