

# Tea Export from India to UK - Profit & Margin Report

## 1. Container Volume & Tea Capacity

- 20-foot container capacity: Approx 10,000-11,000 kg (10-11 tons)
- Using 10,000 kg (10 tons) for calculations.

## 2. Cost Breakdown (Per Kg + Total)

Example: Assam CTC Tea (bulk)

Cost Item	Per Kg (Rs.)	Total (for 10,000 kg)
Purchase Price (India)	Rs. 250	Rs. 25,00,000
Packaging	Rs. 25	Rs. 2,50,000
Inland Transport	Rs. 15	Rs. 1,50,000
Export Docs & Clearance	Rs. 20	Rs. 2,00,000
Freight (CIF to UK port)	Rs. 80	Rs. 8,00,000
Total Cost	Rs. 390	Rs. 39,00,000

## 3. Selling Price in UK

Type	UK Price (Wholesale)	Revenue (10,000 kg)
Conservative price	£6.00/kg	£60,000
Exchange rate	£1 = Rs. 105	Rs. 63,00,000

## 4. Profit Calculation

- Revenue: Rs. 63,00,000
- Total Cost: Rs. 39,00,000
- Net Profit: Rs. 24,00,000
- Per Kg Profit: Rs. 240

- Profit Margin: 38%

## **5. Basic Requirements Checklist**

Legal & Documentation:

- IEC Code (Import Export Code)
- GST Number
- FSSAI License
- Tea Board Registration (India)
- Phytosanitary Certificate
- Certificate of Origin
- Export Packaging Labeling

Shipping:

- Choose CIF or FOB terms
- Tie up with freight forwarder or CHA
- Find UK-based customs agent (for buyer)

Optional:

- Organic or ISO Certification (for premium buyers)
- Third-party lab test (residue, moisture)

## **6. Recommendations**

- Negotiate bulk purchase discounts with Indian tea estates
- Get better freight deals if shipping regularly
- Build a long-term contract with UK buyer to stabilize price and volume