



EXPORT PROCEDURE OF AGRICULTURE PRODUCTS

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Abstract:

The export procedure of agricultural products is a systematic process that begins with market research to identify demand and compliance requirements of target countries. Exporters must obtain necessary licenses and certifications, such as sanitary and phytosanitary certificates, to ensure products meet international standards. Once compliance is verified, products are carefully packaged and labelled according to the regulations of the importing country. Logistics planning is crucial for arranging transportation and ensuring timely delivery. Customs clearance involves submitting export declarations, paying applicable duties, and providing required documentation such as the bill of lading, commercial invoice, and certificate of origin. Payment terms are established, often using secure financial instruments like Letters of Credit. Post-shipment, exporters must handle any additional documentation and manage customer feedback to maintain quality and compliance. This structured approach not only facilitates smooth export transactions but also supports the competitiveness and growth of agricultural exports on the global stage.

Keywords: Export, Certificate, Agriculture

Introduction:

Agricultural exports are products or services produced in one country and sold to a buyer in another country. Governments may create agricultural export policies to help producers and exporters access international markets, increase competitiveness, and expand export opportunities. These policies can include export subsidies, tariff reductions, quality standards, and trade promotion

initiatives. With a large and diverse agriculture, India is among the world's leading producers of cereals, milk, sugar, fruits and vegetables, spices, eggs and seafood products. Indian agriculture continues to be the backbone of our society and it provides livelihood to nearly 50 per cent of our population. India is supporting 17.84 per cent of the world's population, 15 per cent of the livestock population with merely 2.4 per cent

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of world's land and 4 per cent water resources (Bala and Sudhakar, 2017).

Hence, continuous innovation and efforts towards productivity, pre & post-harvest management, processing and value-addition, technology use, and infrastructure creation are imperative for Indian agriculture. Various studies on fresh fruits and vegetables, fisheries in India have indicated a loss percentage ranging from about 8 to 18 per cent on account of poor post-harvest management, absence of cold chain and processing facilities. Raw products exported are essentially of low value high volume nature, while semi processed products are of intermediate value and limited volume and processed ready-to-eat products are of high value but low volume nature.

India's agri-exports can be divided into three broad categories, *i.e.* export of a) raw products, b) semi raw products c) processed and ready-to-eat products. Raw products exported are essential of low-value high volume nature, while semi-processed products are of intermediate value and limited volume and processed ready-to-eat products are of high value but low volume nature. The major Agri exports of India are cereals (mostly rice - Basmati and non-Basmati), spices, cashews, oilcake/meals, tobacco, tea, coffee and marine products. The value of agri-exports in the country's total exports ranged between 15 and

20 per cent. Whereas marine products export has exhibited some uptrend, this advantage was more than offset by the sharp decline in export prices of soya meal, which has been a major export item of late (Long, 2021).

Objective and Vision:

Agriculture has propelled India to the world's center stage as a big consumer market and also as a key supplier of food products. It has often been suggested that an essential element of "Make in India" has to be "Bake in India", *i.e.* a renewed focus on value addition and on processed agricultural products. The Agriculture Export Policy is framed with a focus on agriculture export-oriented production, export promotion, better farmer realization and synchronization within policies and programmes of the Government of India (Suresh and Mathur, 2016). It is required to have a "Farmers' Centric Approach" for improved income through value addition at source itself which will help to minimize losses across the value chain.

- A. To double agricultural exports from present
- B. To diversify our export basket, destinations and boost high value- and value-added agricultural exports including focus on perishables.
- C. To promote novel, indigenous, organic, ethnic, traditional and non-traditional Agri products exports.

- D. To provide an institutional mechanism for pursuing market access, tackling barriers and deal with sanitary and phytosanitary issues.
- E. To strive to double India's share in world agri exports by integrating with global value chain at the earliest.
- F. Enable farmers to get benefit of export opportunities in overseas market.

There are various schemes available for the export of agricultural products outside of India, such as the Participatory Guarantee System of India (PGS India), the Ministry of Agriculture and Farmers Welfare and the NPOP Program, for the exploration of organic food production under APEDA, Department of Commerce, by food safety standards.

Procedure for the export of Agricultural Products from India:

Quality standard Certification:

The agricultural products being exported from India must require to be registered for export purposes with certification from the appropriate authority for the quality of the products being exported from the country, along with the certification from the authorized body for the importing nation regarding the quality and quantity of goods being exported from India.

The import-export code is provided to the businesses being transacted outside of India through body, the Directorate General of

Foreign Trade (DGFT), Ministry of Commerce and Industry, Government of India. however, there are certain exceptions to the authorization of the IEC license. It minimizes the cumbersome trading mechanism and eases the export processes for the exporters.

GPS licensing:

The GPS stands for "Generalized System of Preferences", and it was established in 1971 by United Nations Conference on Trade and Development (UNCTAD) to bring about change and lift developing and underdeveloped countries. It is an autonomous commercial organization with the goal of developing, regulating tariffs, providing preferential treatment to developing and underdeveloped nations and making export markets easier to access than those of developed nations.

Issuance of Certificate of Origin (COO):

1. From the Export Inspection Council of India (EIS) ensures the quality and safety of the products to be exported from the Indian Nations.
2. Directorate General of Foreign Trade (DGFT) through the regional offices set up through the joint/deputy director general for all exporting goods.
3. DGFT is set up at prominent locations for products being exported outside India for the products developed by the EOUs or EPZs.

4. The marine export development authority at the regional offices is set up throughout the nation for the export of marine products.

APEDA License:

Standard operating procedures ensure that the producer adheres to minimum standards such as the use of natural and no chemical in agricultural product production: the same minimum standard must be followed for two to three years before the cultivated products are considered organic and certified as such. The APEDA licenses remain valid for the period of three years from the date of authorization with the strict condition of the following of the NPOP norms.

FSSAI Registration Certificate:

The FSSAI registration is governed by the Food Safety and Standards (FSS) Act, 2006, a single national body that provides detailed information for the food grade, ensures the conformity of standards for food and consumable products and avoids any ambiguity in the minds of merchant, traders and exporters looking to export their products from India. The FSSAI license ensures that agricultural products are globally acceptable and that agricultural products globally acceptable and that exporting them is simple. The FSSAI license remains valid for a maximum of five years from the date of authorization.

Import Country authorization:

The exporter needs to have import permit from the country to which the products are being exported. However, it differs for different types of products and importing nations. If the importing nation has a trade agreement with India, such as a free trade agreement or a unilateral, bilateral or multilateral agreement, the exporter can get authorization very easily for the export of their products to such countries.

Documents required for export of agricultural products:

- a. Company registration certificate
- b. The company must have a bank account, GST registration and PAN for business operation
- c. APEDA registration certificate
- d. Import-export Code (IEC) and DGFT registration
- e. Phytosanitary certificates and related documents
- f. FSSAI license and NPOP authorizations
- g. Narcotics certifications
- h. Ministry of agriculture authorizations
- i. Custom Clearance
- j. Letter of credit
- k. Quality check of the goods to be exported
- l. Bill of exchange
- m. Export purchase order
- n. Proforma Invoice
- o. Bill of Export

p. Certification with importing nation and finalization of a deal with the Importer before the Start of export the products.

India's agri-exports face certain constraints that arise from conflicting domestic policies relating to production, storage, distribution, food security, pricing concerns, etc. Unwillingness to decide on basic minimum quantities for export makes Indian supply sources unreliable. Higher domestic prices in comparison to international prices of products of bulk exports like sugar, wheat, rice, etc. make our exports commercially less competitive. Market intelligence and creating awareness in the international market about the quality of products need to be strengthened to boost agricultural exports.

Conclusion:

The export of agricultural products requires a lot of certification and licensing procedures; once those processes are done and the products are ready for export, the export will see a high rise in the value of the goods being exported outside the country.

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