
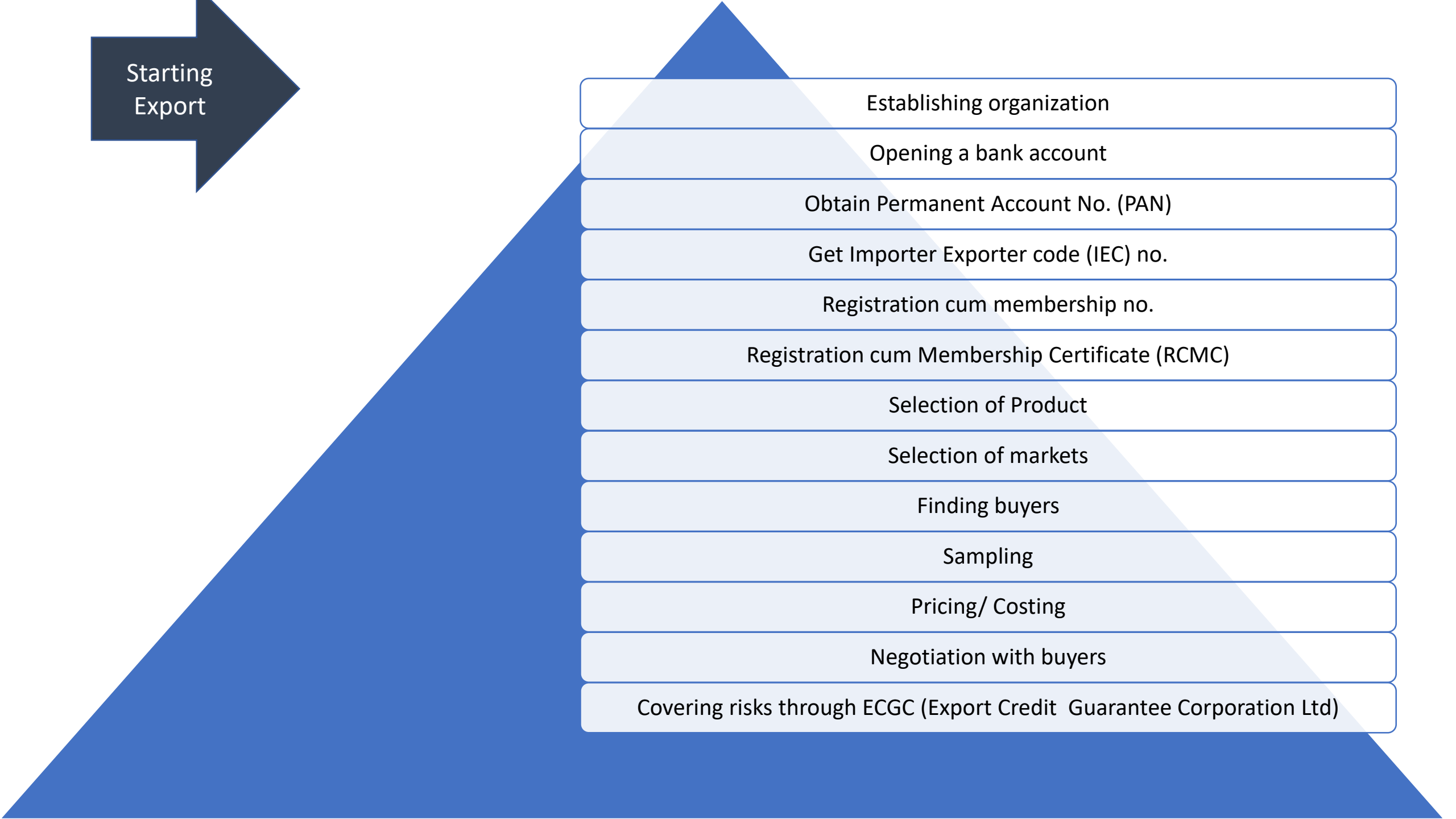


Steps in starting an export business



Starting
Export



Establishing organization

Opening a bank account

Obtain Permanent Account No. (PAN)

Get Importer Exporter code (IEC) no.

Registration cum membership no.

Registration cum Membership Certificate (RCMC)

Selection of Product

Selection of markets

Finding buyers

Sampling

Pricing/ Costing

Negotiation with buyers

Covering risks through ECGC (Export Credit Guarantee Corporation Ltd)

Processing of export Order



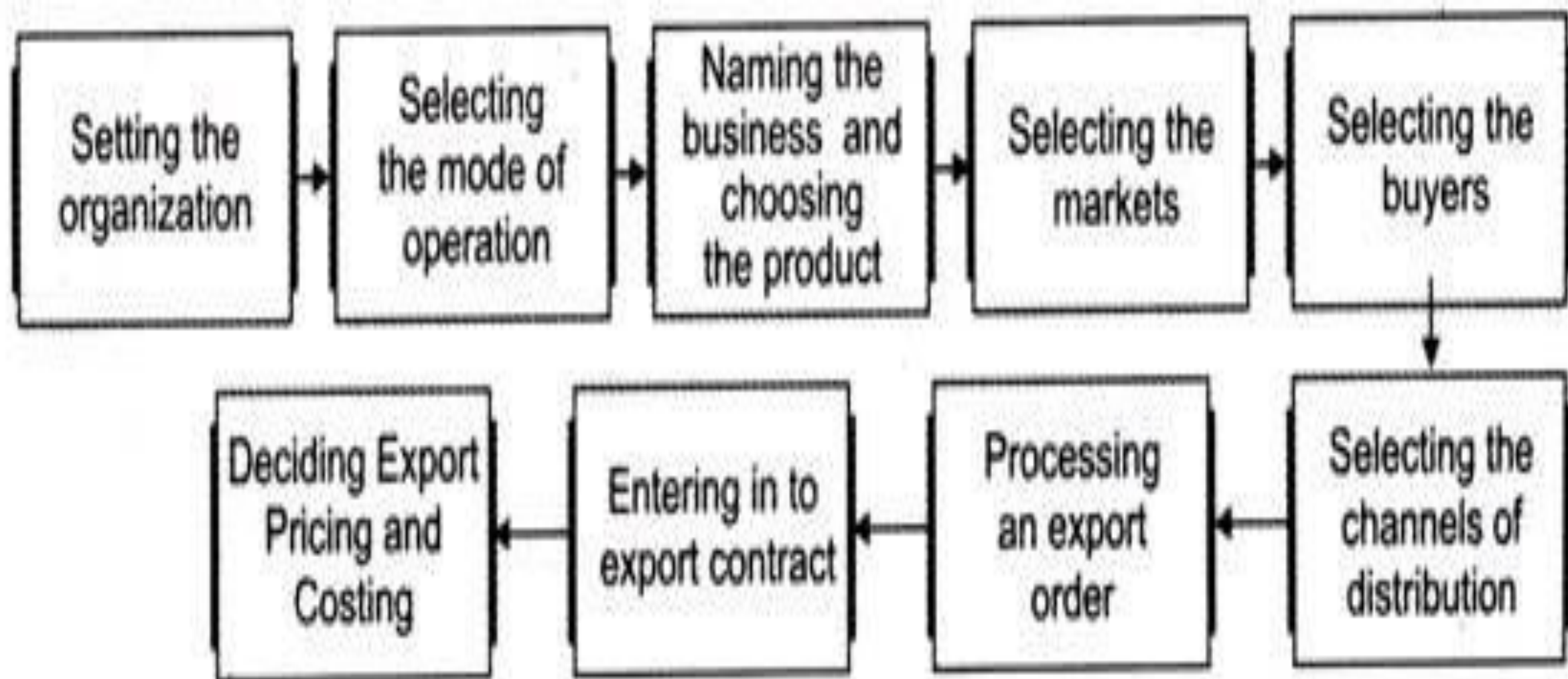


Figure-8: Steps for Starting an Export Business