

Business Lines. Dt: 09/07/25

India aims to import 10% of cooking gas from US starting 2026: Sources

Reuters
New Delhi

India plans to source about 10 per cent of its cooking gas imports from the US beginning in 2026 as part of a broader effort to boost energy purchases to narrow its trade gap with Washington, four industry sources familiar with the matter said.

The world's third biggest oil importer and consumer relies heavily on West Asian producers of liquefied petroleum gas (LPG), with more than 90 per cent of its roughly 20.5 million metric tonnes of imports in 2024 coming from the region.

LPG is a mix of propane and butane used for cooking fuel, and is mainly imported

by state retailers Indian Oil Corp, Bharat Petroleum Corp and Hindustan Petroleum Corp and sold at a subsidised price to households.

India had rarely bought US LPG in the past due to higher freight costs, but state retailers began buying US LPG in May after China imposed retaliatory import tariffs on US propane.

India plans to eliminate import tax on US propane and butane used for making LPG, sources previously told Reuters.

\$500 B TARGET

India has pledged to increase US energy purchases by \$10 billion to \$25 billion in the near future and the two nations in February agreed to target \$500 billion in bilat-



HOW IT WORKS. LPG is mainly imported by state retailers Indian Oil Corp, Bharat Petroleum Corp and Hindustan Petroleum Corp and sold at a subsidised price to households PTI

eral trade by 2030. India's import of US oil has more than doubled this year, data obtained from sources showed.

"We are looking to the US as a reliable alternative source of both crude and LPG. We need to diversify our sources of LPG," said

one of the sources who declined to be named because he was not authorised to speak to media.

REFINING CAPACITY

India has been diversifying its crude oil suppliers to reduce geopolitical risks and support its growing refining capacity. However, its LPG suppliers remain concentrated in the Middle East, typically purchased on a free-on-board (FOB) basis.

Chinese import tariffs on US propane, currently at 10 per cent, have opened up arbitrage opportunities for Indian buyers, further incentivising a shift toward US cargoes, a second source said. "We would prefer to import from the US on a delivered basis to mitigate

freight risks — similar to how we already buy US crude," he said.

Indian state refiners are seeing annual LPG demand growth of about 5 per cent to 6 per cent, with total imports projected to rise to 22 million tonnes to 23 million tonnes by 2026, two of the sources said.

India's oil ministry and the three state fuel retailers did not immediately respond to requests for comment.

Pricing will be key to determining the exact volume of US LPG imports, a third industry source said.

The International Energy Agency expects India's LPG demand to grow at an average of 2.5 per cent between 2024 and 2030, reaching 1.2 million barrels per day.

Business Live DT: 09/07/25

Gapki says Indonesian palm oil exports to US may fall due to tariffs

Reuters

Jakarta

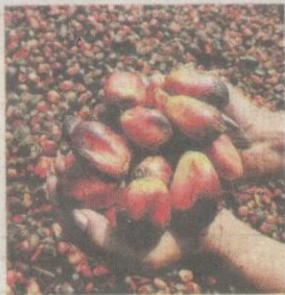
Indonesian palm oil exports to the US may fall due to the 32 per cent tariffs threatened on Indonesian goods, Hadi Sugeng, Secretary General of the Indonesia Palm Oil Association (Gapki), told *Reuters* on Tuesday.

Palm oil products are among Indonesia's top exports to the United States.

If implemented, the tariff could lead to a 15-20 per cent drop in Indonesian palm oil shipments to the US, which stood at an average of 2.25 million tonnes (mt) per year over the past three years, Hadi said.

LOSING MARKET

Overall, Indonesia exported 29.5 mt palm oil products in



2024. "The competitiveness of palm oil will decline against other vegetable oils, such as soyabean oil and rapeseed oil, especially if countries exporting these vegetable oils receive lower tariffs," he added.

Indonesian palm oil products, which account for 85 per cent of US palm imports, may also lose market share to Malaysian palm oil, which faces a lower tariff.

Pharma exports to US soared amid tariff scare

SOHINI DAS

Mumbai, 8 July

India's pharma exports to the US in March surged almost 74 per cent to \$1.561 billion, at a time when talks on potential US tariffs were getting louder, the data from the Pharmaceutical Exports Promotion Council (Pharmexcil) showed.

Export growth in March over February was around 71 per cent.

Pharmexcil Chairman Namit Joshi told *Business Standard* that the situation was "dynamic" and trade, particularly with the US, had been influenced by tariff concerns. The data showed in April exports to the US fell 7.27 per cent to \$898.34 million as against \$968.79 million in the same month last year.

In May, however, there was a recovery, growing 13.34 per cent to \$813.41 million. If the April and May figures are combined, export growth to the US was 3 per cent.

Tariffs on imports from India were expected to come into force by April, but the decision was delayed. India and the US are yet to announce an interim trade deal, and US President Donald Trump indicated earlier this week that they would start sending tariff letters to countries soon.

Joshi said the surge in export was anticipated owing to Indian exporters offloading material in anticipation of tariff matters. In March, overall pharmaceutical exports from India grew in double digits, touching about \$3.67 billion (up 31 per cent Y-o-Y). Exports to Canada grew 29.6 per cent while shipments to some countries in Latin America went up,

ILLUSTRATION: BINAY SINHA



Gains for Indian pharma

Exports by India to key countries in \$ mn

	Mar '25	Y-o-Y	Change (%)	M-o-M	April-May '25	% chg Y-o-Y
US	1,561.64	73.99		71.08	1,711.75	3.03
UK	83.95	5.96		17.28	146.07	8.70
Brazil	86.14	37.49		44.15	117.44	-0.20
South Africa	52.13		-35.78	-7.42	110.24	8.50
France	75.45	-1.38		35.63	109.95	-17.20
Kenya	51.84	31.03		0.85	72.2	16.40
Germany	58.77	-1.54		20.56	106.35	19.90
Total exports	3,681.51	31.23		48.78		

Source: Pharmexcil

A Mumbai-based analyst said because of tariff uncertainties, several companies advanced their shipments. "This is done so that they can get the time to negotiate with buyers in the US in case a tariff is imposed," the analyst said, adding that the June data too might show a surge because of the tariff scare in July.

The US is the largest market as far as Indian pharma exports go. It accounted for 34.51 per cent of the country's pharma exports. India exported pharma products worth \$10.515 billion to the US in FY25, growing by 20.43 per cent. In FY24 exports to the US had grown by 15.69 per cent. In FY25, India's overall pharma exports grew 9.4 per cent to \$30.466.85 billion.

Joshi said there was considerable deliberation on export to the US now. "The tariff situation has made exporters cautious. Discussion has centred on the potential need to shift focus to more complex generics,

biologics, and biosimilars to stay competitive. The US market remains the largest destination for Indian exports, but tariffs and pricing pressures have led to a more cautious approach," he said.

For the US market, India is focused on simple generics. There it faces competition but also benefits from high demand. However, the biologics and biosimilars sector is still emerging for India. "This creates an opportunity for growth, but also a need to address complex manufacturing challenges," he said, adding that simple generics would be over 80 per cent of total export.

"The US wants to limit the import of expensive biologics, which are being purchased at exorbitant prices. However, India's strength lies in simple generics, and we don't foresee significant impacts on this segment, even with the tariff challenges," Joshi said.

The industry, however, says if reciprocal tariffs are imposed by the US, it could give

India some leverage. "India's medicine exports to the US are worth about \$10.5 billion while importing around \$833 million. This imbalance puts India in a strong position to negotiate reciprocal tariff agreements, potentially reducing the impact of new tariffs on Indian exports. The focus would remain on safeguarding India's simple generic market, which is less likely to be affected by tariff hikes," Joshi said.

Earlier, the Indian Pharmaceutical Alliance asked the Centre to consider making the duty on pharma drug imports from the US nil. This would, in turn, ensure that no reciprocal tariff could be imposed by the US. "Almost 50 per cent of imports fall in categories that do not attract any duty. The rest attracts 5-10 per cent. If we make this zero, then any reciprocal tariff by the US also becomes zero," said an industry veteran who was part of the team that met government officials.

Key India exports to gain from fresh tariffs by Trump

● Textile stocks rally; footwear, processed foods could also benefit

MUKESH JAGOTA, NARAYANAN V AND KRISHNA BAROT
New Delhi/Chennai/Ahmedabad, July 8

INDIA IS HOPING for a marginal to significant advantage in exports of apparel, rubber, footwear, processed foods and meat products to the US as its competitors could face relatively higher tariffs from August 1. However, the actual gains will depend on how the US tariff structure evolves over the next few weeks.

While the countries which got fresh tariff notices from the Trump administration on Monday still have room for negotiations, the actual tariff incidence on India will be known only after the interim India-US bilateral trade agreement (BTA).

President Donald Trump on Monday announced fresh tariffs on 14 countries, including Japan and South Korea. For countries with which India is competing in these labour-intensive product categories, extra tariffs of up to 36% have been announced.

On Bangladesh's exports to the US, a 35% duty is proposed over and above the current levels, while for Thailand and Cambodia the extra duties proposed are 36%. For Indonesia, the extra tariff is 32%, and Vietnam, which sealed a trade deal with the US recently, the tariff is lower at 20%. India currently faces only a baseline tariff of 10%, besides the duties that existed earlier.

According to industry estimates, US tariffs on apparel from India, Cambodia and Bangladesh previously ranged

WAIT-&-WATCH



■ The actual gains will depend on how the US tariff structure evolves

■ Shares of Indian textile companies rallied up to 17.1% (intraday) on Monday



»INSIDE«

ASIAN NATIONS ATTEMPT TO SOFTEN THE BLOW

PAGE 7

between 10-15% across categories. Under the new tariff regime, Bangladesh's apparel exports could face aggregate duties of up to 50%, while Cambodia may see the tariffs rise to as high as 35%. In contrast, India is expected to face a total tariff (those existed earlier plus new baseline tariff) of around 25% or even lower, once the BTA comes into force. India is seeking to avoid the 26% reciprocal tariff.

Shares of major Indian textile companies rallied up to 17.1% intraday on Monday following the announcement of a 35% tariff on goods imported by the US from Bangladesh.

Continued on Page 11

Key India exports to gain from fresh..

HOWEVER, SOME OF these firms pared their earlier gains by the close of the trading session. The top gainers included Alok Industries, Vardhman Textiles, Indo Count Industries, Trident, and KPR Mill.

The elevated duties on Thailand can lead to gains for Indian exporters of rubber and articles.

Thailand is the top exporter of these products to the US with a share of 15.16%, while India is at fourth spot with 2.93% share. India exported \$1.06 billion worth of these articles to the US in 2024, according to GTRI, a trade research outfit.

The higher tariffs on Indonesia might give advantage to India in processed meat & fish products and footwear exports, it added.

Bangladesh is the third biggest exporter of apparel (except knitted or crocheted) to the US with a market share of 13.15% in calendar year 2024. India's exports to the US in this category was \$2.5 billion but it is not among the top three, according to an analysis by GTRI. In apparel (knitted and crocheted) Vietnam (with a share of 17.99% of US imports) and Cambodia (5.99%) are ahead of India, whose share is 5.09% and shipments in value terms stood at \$2.41 billion in 2024.

"India faces stiff competition from Bangladesh and Vietnam in the US garment market. In natural garments, an area of traditional Indian strength, the cost disadvantage is relatively small.

"However, in synthetic garments, the gap is significant. With tariff levels proposed now, India would be competitive against Bangladesh only in natural garments," secretary general of Apparel Export Promotion Council (AEP) Mithileshwar Thakur said.

However, a reduction in the reciprocal tariff under the upcoming BTA with the US to around 15% (from 26% proposed) could significantly improve India's competitiveness across both natural and synthetic garment categories, he added. "This will create immense export opportunities



for India, given the Indian apparel industry's strong partnerships with American retailers and brands."

Industry sources, however, noted that a marginal difference, say 3-4%, between tariffs faced by the two countries, may not benefit Indian garment exporters. Bangladesh will still be competitive with such narrow tariff differential.

Significantly, Bangladesh is set to graduate from the group of Least Developed Countries (LDCs) in 2026, a move that could end its preferential trade access to the European Union. This shift may raise the average tariff on Bangladeshi apparel exports to the EU from nil to around 12%. In 2024, the EU imported apparel worth \$92.56 billion, with China holding a 28% share and Bangladesh 21%.

The loss of LDC status will narrow Bangladesh's trade advantage and bring it at par with India, which currently faces a 12% duty on apparel exports to the EU.

The elevated duties imposed by the US on Thailand can lead to gains in exports of rubber and articles. Thailand is the top exporter of rubber and its articles to the US with a share of 15.16% while India is at fourth spot with 2.93% share. India exported \$1.06 billion worth of these articles to the US in 2024,

according to GTRI. The higher tariffs on Indonesia gives advantage in processed meat and fish products and footwear exports.

To be sure, Trump's 35% tariff on all imports from Bangladesh is a marginal reduction from the initial 37% announced in April. Additionally, Trump announced that he was open to negotiation until August 1, the date the tariffs will be implemented.

Several textile companies are bullish on the potential gains for India after the new tariff levels come into effect. Ronak Chirpal, Promoter

of Chirpal Group, said, "Brands in key markets like the US and UK are actively looking to diversify away from traditional suppliers such as China and Bangladesh. The Indian textile sector, with its scale, compliance, and evolving product capabilities is well-positioned to fill this gap." The US is one of Bangladesh's largest export market for garments, contributing a fifth of its total exports of these items in 2024, with shipments of \$7.34 billion. As much as 28.5% of India's 2024 textile and apparel exports were accounted for by the US, amounting to \$10.5 billion.

Currently, Bangladesh holds a 9% share in the US's ready-made garment market while

India holds 6%.

As a "mini-deal" between the US and India is awaited within the next 24-48 hours, other textile companies have maintained a wait-and-watch stance. KM Subramanian, President of the Tiruppur Exporters' Association, said factories at India's largest knitwear garment hub are running at over 90% capacity, buoyed by the India-UK free trade agreement and a shift in global orders amid political and tariff uncertainties in Bangladesh and China.

"Tiruppur exports the complete range of knitwear garments. Last year, we exported knitwear worth around ₹45,000 crore, and we're scaling up capacity to reach ₹1 lakh crore in exports by 2030," he said. The US accounts for 35% of Tiruppur's total knitwear garment exports, including men's T-shirts and polos, and women's leggings, tops, and loungewear, he added.

Sammir Dattani, executive director at Sanathan Textiles, said the tariff differential has placed Indian yarn manufacturers at an advantage. The Mumbai-based company is a polyester yarn manufacturer and is also a global supplier of cotton yarns, polyester yarns, and yarns used in technical textiles. "Apparel categories such as active-wear, sportswear, and 'athleisure' are major contributors to exports to the US and stand to benefit significantly from the revised tariff structure," Dattani said.

Prabhu D, convenor of the Coimbatore-based Indian Textpreneurs Federation (ITF) said the situation remains fluid. Even prior to these tariff hikes, India had emerged as one of the fastest-growing apparel exporters to the US in the last three years, he noted.

Cambodia was the biggest beneficiary, with apparel exports to the US growing at a CAGR of 3.9%, followed closely by India at 3.8%, albeit from a lower base. In comparison, Vietnam and Bangladesh saw slower growth at 1.4% and 1%, respectively.

(With inputs from Kishor Kadam)

Bananas, mangoes and potatoes to lead APEDA's phase 1 export drive

KV Kurmanath
Hyderabad

Despite being a global leader in the production of various crops, India is unable to tap the huge export opportunity globally.

DATA FOCUS.

Though agri exports have contributed about \$50 billion annually over the past three financial years, staples such as rice and sugar did the heavy lifting.

This reliance on a few blockbuster crops reflects the need to diversify the export basket, which would not only help meet the export targets set by the government by 2030, but also unlock the untapped potential of high-value fresh produce, which contributes little to the export kitty despite being global leaders in production.

The Centre set a target of \$100 billion in agri-exports by 2030. The Agricultural and Processed Food Products Export Development Authority (APEDA), an arm of the Commerce Ministry, has a mandate to double its contribution to \$50 billion.

TAPPING OPPORTUNITY

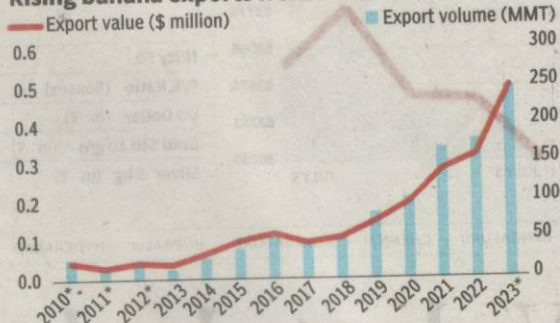
APEDA, in association with the Indian Council for Research on International Economic Relations (ICRIER), is in the process of tapping the opportunity in two phases.

In the first phase, the focus would be on bananas, mangoes and mango pulp, and potatoes. Phase 2 will focus on oranges, juices and pulps, chillies, grapes, okra, baby corn, honey, milk products (ghee, paneer etc), table eggs and groundnut.

ICRIER's report — Strategy to boost India's agri-exports: Banana, mango, mango pulp and

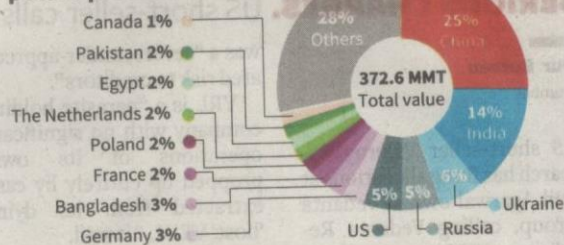
Growth drivers

Rising banana exports from India

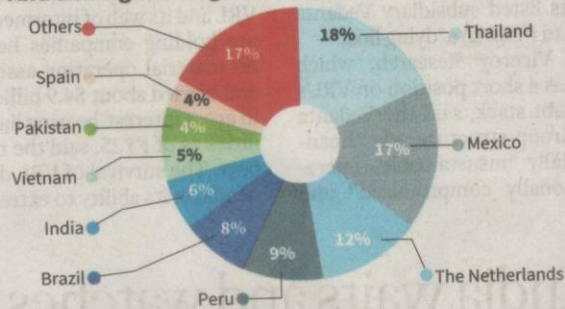


Note: *Estimated numbers

India, second largest potato producer



And among the largest mango exporters



Source: APEDA, 2024; UN Comtrade; FAOSTAT

potato and its value-added products — studied the country's strengths and weaknesses in the mandate crops.

For example, in the case of bananas, India holds a 25.4 per cent share of global production, but it accounts for only 1.2 per cent of global exports. That the country's banana exports have grown 10-fold from \$25 million in 2010 to \$250.6 million in 2023 reflects its potential.

THE WAY OUT

The report calls for setting

up integrated export hubs and clusters for each commodity.

Besides consolidating fragmented value chains, there is a need to establish packhouses, cold-storage facilities and linkages to ports. It wanted APEDA to work with ICAR (Indian Council of Agricultural Research) and State agencies to support trial shipments and develop reefer-friendly logistics.

There is also a need to brand and market the country's horticultural products.

India has proven to be a viable hub for exports, says Cisco CEO

KEEPING WATCH. Waiting for global trade dynamics to settle before making long-term plans: Chuck Robbins

Vallari Sanzgiri

Mumbai

Global tech major Cisco said India has proven to be a viable hub for exports, with the company's manufacturing plans in the country moving ahead of schedule, said Chair and Chief Executive Officer Chuck Robbins, adding that the company is now awaiting current global trade dynamics to settle down before making long-term plans.

"If you look out over the next 5-10 years, there's no other place on the planet where we would expect the growth that we should see here," said Robbins during a media roundtable on Wednesday.

"We've been in India for 30 years and started manufacturing two years ago. You'll see more of us over the next months and years," he said.

From a supply chain strategy point of view, Robbins said any adaptation is difficult since CEOs will hes-



KEY STRATEGY. The data centre business is a focus area for Cisco, said Chuck Robbins BLOOMBERG

itate to invest \$20-30 million until there is clarity on the tariff front.

"We're all waiting, and we've been in deep communication with the White House about the uncertainty. We just need to get to clarity, so we can actually respond," said Robbins. However, from an overall investment perspective, he said the

current state does not have a meaningful impact on investments for companies.

DATA CENTRE BUSINESS

The data centre business is key for Cisco, which sees itself becoming a significant player in India. It is categorised into those who build it for themselves and traditional data centre builders,

third party data-hosting companies, and those who adapt their models to suit the requirements of AI workloads coming along their way. Cisco has a mature practice in the first two categories, while the third is a new market, where providers are only focused on AI.

"It's a new and exploding market for us, and something we want to definitely be in and monetise. We feel really good overall about where we are today. The data centre is one of our key businesses, especially around infrastructure and building out the stacks," said Daisy Chitilapilly, President of Cisco India & SAARC.

tioned earlier, which is manufactured in India for the world. So, there is a tight alignment between the programme and also our manufacturing and emissions and what we're doing right now."

Cisco is also working on starting new portfolio offers, such as AI defence capabilities, hybrid mesh firewall and universal zero-trust networking. As India drives forward with the secure AI factory and inferencing, we're going to play a very active role in the security landscape. So, you'll see a lot of that, and India's going to play a big part in that, said the officials.

Cisco also spoke in favour of the trend towards sovereign clouds. Robbins said this shows people are moving towards private cloud workloads, with individuals saying there are certain workloads for which they will re-accelerate their private cloud, rather than moving everything to the public cloud.

BHARATNET PROJECT

When asked about BharatNet, Cisco officials said about 70 per cent of the implementation under the initiative is by the company.

"The technology that we are deploying at BharatNet is also the product [NCS router] that Chuck men-

Eggs rule firm on export demand, supply issues

Vishwanath Kulkarni

Bengaluru

Export demand, coupled with improving domestic off-take, is keeping egg prices firm. They are 10-15 per cent higher in July compared with the same period a year ago, poultry stakeholders said. However, prices may ease in the days ahead, with the start of the austere season.

The average price of eggs in the key production centre of Namakkal in Tamil Nadu is ruling at ₹575 per 100 compared with the average of ₹509 in the same period last year, per data from the National Egg Co-ordination Committee.

Valsan Parameswaran, Secretary, All-India Poultry Exporters Association, said egg exports are good and so also the domestic demand,

including the off-take from various schemes, such as the mid-day meal, among others.

Also, production issues in some areas with a section of farmers reducing some of their flock had led to tighter supplies, he said.

EXPORTS TO US

India recently exported 1 crore eggs to the US for the first time, which has supported the domestic prices.

Exporters are keenly watching the developments on the tariff front between the US and India.

"We are waiting for the outcome, then we will know the impact," Parameswaran said, adding that if there is a favourable impact, then Indian exporters could expect more orders from the US.

The exports of eggs are taking place to countries such as the UAE, Qatar, Mus-



cat, Maldives and the African countries, Parameswaran added.

RAW MATERIALS

Besides, the favourable weather this summer supported domestic market. "We have not had a harsh summer this year, which supported poultry," Parameswaran said.

Further, favourable raw

material prices also helped poultry players. "Raw material prices are low, which is helping the poultry sector, which was in trouble last year and before," Parameswaran said.

MSR Prasad, General Secretary, Karnataka Poultry Farmers and Breeders Association, said that export of eggs to the Gulf countries were good this year, which had supported prices.

"However, we anticipate the demand to come down in the days ahead with the start of the holy month of Shravan, leading to an easing of prices," he said.

According to APEDA, exports of India's poultry, mainly egg and egg products, had seen a decline of about 9 per cent at \$185.98 million during 2024-25, down from the previous year's \$205.09 million.

Agri exports poised to grow fivefold to ₹20L crore: Goyal

FE BUREAU

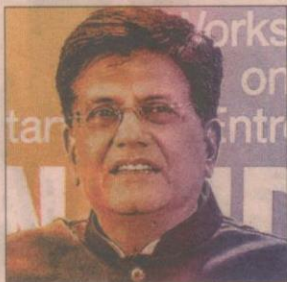
New Delhi, July 9

INDIA'S EXPORTS FROM agriculture and allied sectors, including processed food are poised to grow fivefold to ₹20 lakh crore over the next few years, through increased processing, branding and better packaging, commerce and industry minister Piyush Goyal said on Wednesday.

Exports of agriculture and processed foods stood at \$51.86 billion in FY25, or roughly ₹4,40,000 crore.

He said that with the help of government initiatives, India's agricultural export basket is expanding with new items such as litchi, pineapple, bottle gourd, and jamun — products which were not traditionally exported.

Jamun was recently exported to the UK, and litchis from Punjab were exported to Doha and Dubai. He added that India's footprint in global markets such as the UAE, Saudi Arabia, and other Gulf nations is steadily growing,



Commerce minister Piyush Goyal said India's agricultural export basket is expanding

the minister added.

He also highlighted Prime Minister Narendra Modi's global push for millets through the International Year of Millets, which has brought global attention to India's traditional grains and their nutritional value.

There is need to build a resilient supply chain across agriculture, from seeds to fertilisers, insecticides, pesticides, and equipment such as water pumps.

He said that India must be prepared for any global disruption in agricultural imports and

ensure self-reliance across all aspects of farm inputs.

The minister encouraged agriculture entrepreneurs to collaborate with farmers to realise this potential. He highlighted the recent creation of the Turmeric Board as a step towards boosting spice exports. He also noted that coffee exports have doubled in recent years, and while spice exports are growing, more focused efforts are needed to scale further.

The government is tightening certification norms for organic produce with the help of blockchain technology to ensure trust and traceability. The minister said that the government will also support better packaging and product design, so that India's agricultural goods gain more visibility and competitiveness in the international market.

The government is tightening certification norms for organic produce with the help of blockchain technology to ensure trust and traceability.

Biota Coorg FPC eyes market linkages in Australia to export coffee

Our Bureau

Bengaluru

Biota Coorg Farmer Producer Company Ltd is eyeing market linkages in Australia as it seeks to step up the export of coffee produced by its grower members.

Biota, which follows a collective approach to support small- and medium-sized growers in Kodagu, India's largest coffee-producing district, collects, processes, and markets coffee from around 122 members, helping boost earnings through value addition and exports.

Biota CEO KK Vishwanath said a representation had been made to the Deputy Consul-General of the Australian Consulate General in



A coffee cupping session at a Biota member farm in Kodagu

Bengaluru, Steven Connolly, who visited the coffee-growing region of Kodagu on Tuesday, seeking assistance in connecting with stakeholders in the Australian coffee industry.

"We propose to hold virtual cupping sessions and

seek introductions to the potential marketing and promotional partners in Australia to enhance our brand visibility," Vishwanath said.

"About 50 per cent of the farms of Biota members are certified by the Rainforest Alliance, and the rest are in

the process of getting the certification done," he said.

EUDR-COMPLIANT

Coffee produced by the Biota members are compliant with the proposed European Union Deforestation Regulation (EUDR) norms, Vishwanath said.

Biota exports coffee to countries such as the US, Canada, the UK, Italy, France, Germany and Portugal.

The farmers' collective, which exported around 80 tonnes of coffee last year, is targeting over 100 tonnes this year, he said.

Biota is also developing a coffee brand that highlights Kodagu district's ecological and environmental strengths.