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Export performance of raisins from India

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ABSTRACT

Raisin production plays a crucial role in the value addition of grapes, significantly increasing the economic value of the raw grapes and offering strong potential for foreign exchange. Therefore, an investigation of the export dynamics of Indian raisins was undertaken with the objective to assess long-term growth trends and destination-wise performance. This study examines secondary time-series data from 2005–06 to 2024–25, obtained from the Agricultural and Processed Food Products Export Development Authority (APEDA) for raisins classified under HS Code 08062010. To enable a comprehensive comparative assessment, the study timeline is categorized into Period I (2005–06 to 2014–15) and Period II (2015–16 to 2024–25), employing tabular analysis and the Compound Annual Growth Rate (CAGR) as analytical tools. The empirical results demonstrated that India's aggregate raisin export trade maintained a strong upward trajectory over the two decades as reflected by a statistically significant volume CAGR of 28.99 per cent. Total export value showed substantial gains at a CAGR of 35.86 per cent, alongside unit price realization growth registering a CAGR of 5.32 per cent over the period of twenty years. Destination-specific evaluations revealed that Vietnam exhibited the most rapid expansion in export quantity (CAGR of 39.01 per cent) and value (CAGR of 42.63 per cent), whereas Sri Lanka led in price realization growth at a CAGR of 5.03 per cent.

Keywords: Raisins, Grapes, Export, India, Compound Annual Growth Rate

1. Introduction

Raisins, the naturally dried fruits of grape (*Vitis vinifera* L.), serve as one of the most economically significant value-added products in the global dried-fruit trade. Consumed globally as a nutritious snack, they are widely utilized across the food industry in bakery items, confectionery, dairy products and beverages. Globally, India is the second-largest global producer of dried grapes, generating approximately 270,000 metric tons annually, which accounts for 16 per cent of total global output (INC Statistical Yearbook, 2024). Within India, domestic production is heavily localized i.e. Maharashtra dominates the sector by contributing over 75 per cent of the national total, followed by Karnataka and Andhra Pradesh.

In India, raisins are predominantly produced from Thompson Seedless grapes and their respective clones, which are converted into various commercial varieties including golden, brown, black, green, red, and black Monukka raisins, yielding a 25 per cent recovery rate with a moisture content of 16 per cent and a TSS level of 22 to 23 degrees Brix. The raisin industry directly complements India's table grape sector by minimizing post-harvest losses, currently processing only 20 per cent of the total domestic grape harvest and leaving significant room for value addition. Compared to fresh table grape exports, raisin production requires substantially lower capital investment and is less labour intensive, allowing producers and exporters to secure better price realizations and superior cost-benefit ratios (Sharma *et al.*, 2007) [1].

India's raisin industry holds considerable potential for growth in both domestic and international markets, offering opportunities for import substitution and more efficient utilization of grape production. The International Trade Centre identified dried grapes as India's top export potential products in the fruit category, securing the sixth rank. Furthermore, a steady supply of raisins, competitive pricing, compliance with international quality standards and a rising global demand for healthy and value-added products have resulted in a strong global presence for Indian raisins.

Despite significant domestic production, India accounted for approximately 6 per cent of the global raisin exports as the large share of the raisin supply is absorbed by high domestic consumption (INC Statistical Yearbook, 2024). Globally India is one of the leading exporters of raisins, ranking 8th in total export quantity and 9th in export value. In 2024, India exported 46,738.93 tons of raisins valued at ₹607.83 crores with Maharashtra supplying 80–95 per cent of these exports. Major export destinations of Indian raisins include Morocco, Saudi Arabia, Vietnam, Sri Lanka, Malaysia, Romania, the UAE and Russia. Morocco emerged as the leading importer of Indian raisins in 2024-25 accounting for the highest share in both quantity and value whereas United Arab Emirates ranks first in terms of export prices realised by Indian raisins.

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2. Research Methodology

The present study encompassed India as a single geographical unit to systematically evaluate the country's raisin export performance and trade growth over time. Raisin as a commodity was purposefully chosen for this study due to its high export potential. This study was primarily based on secondary time-series data from 2005–06 to 2024–25, obtained from Agricultural and Processed Food Products Export Development Authority (APEDA) for raisins classified under HS Code 08062010. To enable a comprehensive comparative assessment, the study timeline is categorized into Period I (2005–06 to 2014–15), Period II (2015–16 to 2024–25) and Overall Period: 2005–06 to 2024–25. The analysis was conducted for nine major and consistent countries importing Indian raisins, which reflect current market dynamics, while the remaining destination markets were grouped under the 'Others' category.

3. Tools of analysis

Growth rate analysis was employed following tabular analysis to evaluate the export performance of raisins from India.

3.1 Compound annual growth rate

It measures the annual growth rate over a specified period, assuming steady, compounded growth each year. In this study, CAGR was calculated to assess the growth trends in raisin exports from India and to evaluate destination specific trade performance over twenty years of timespan.

$$Y_t = ab^t$$

where,

Y = Country wise exported quantity (MT) or value (₹ Lakhs) of raisins from India

a = Intercept

b = Regression Coefficient

t = Time variable (2005-06 to 2024-25)

The estimates (b values) for each variable, computed using regression analysis were used to calculate the compound annual growth rate (CAGR) in percentage using the following formula:

$$\text{CAGR (r)} = [\text{Antilog (b)} - 1] \times 100$$

where,

r = Compound Annual Growth Rate in percent

4. Results and discussion

4.1 Export performance of raisins from India

An evaluation of export performance of Indian raisins over a 20-year period (2005-06 to 2024-25) demonstrates a rapid expansion in India's raisin exports across volumes, value and unit realizations. It is evident from the table 1 that export quantity scaled up from 73.75 MT in 2005-06 to 46,738.93 MT in 2024-25. This performance reflects a statistically significant compound annual growth rate (CAGR) of 28.99 per cent per annum at one per cent level of significance.

Export earnings increased from ₹ 34.44 Lakhs in 2005-06 to ₹ 60,782.87 Lakhs in 2024-25. Total export value achieved a statistically significant CAGR of 35.86 per cent per annum. The higher growth rate in value relative to volume indicates favourable structural terms of trade for value-added processed grapes. Unit price realization witnessed a surge from ₹ 46.70 per kg in 2005-06 to ₹ 130.05 per kg in 2024-25. Unit export prices of Indian raisins grew at a statistically significant CAGR of 5.32 per cent per annum.

Overall significantly high and positive growth was noticed in the export value of raisins whereas low growth was noticed in the export prices. The similar results were obtained by Gurindapalli *et al.* (2025) [2] and T. Priyanka *et al.* (2024) [3]. Ultimately, this decade-long trade expansion is driven by abundant raw grape supplies, shade-drying infrastructure, cold

storage networks, APEDA export incentives along with growing international demand for nutritious processed items, competitive export pricing and strategic market diversification.

Table 1. Growth in the Raisin Exports from India (2005-06 to 2024-25)

Year	Export Quantity (MT)	Export Value (₹ Lakhs)	Export Price (₹ per Kg)
2005-2006	73.75	34.44	46.70
2006-2007	217.92	63.59	29.18
2007-2008	100.59	46.40	46.13
2008-2009	6,142.83	3,895.94	63.42
2009-2010	13,476.17	11,169.17	82.88
2010-2011	5,232.60	3,466.79	66.25
2011-2012	9,541.99	6,092.66	63.85
2012-2013	30,041.78	26,883.85	89.49
2013-2014	31,602.27	22,311.90	70.60
2014-2015	12,325.66	10,764.29	87.33
2015-2016	26,825.12	20,418.43	76.12
2016-2017	30,859.12	26,895.72	87.16
2017-2018	25,259.52	23,904.65	94.64
2018-2019	18,926.49	25,910.57	136.90
2019-2020	24,668.17	26,975.78	109.35
2020-2021	24,406.09	21,607.87	88.53
2021-2022	19,520.68	18,136.70	92.91
2022-2023	27,640.62	26,665.25	96.47
2023-2024	47,750.60	51,196.86	107.22
2024-2025	46,738.93	60,782.87	130.05
CAGR	28.99***	35.86***	5.32***

Source: DGCIS Annual Data, APEDA

(continued on next page)

Note – *** Significant at 1 per cent level of significance

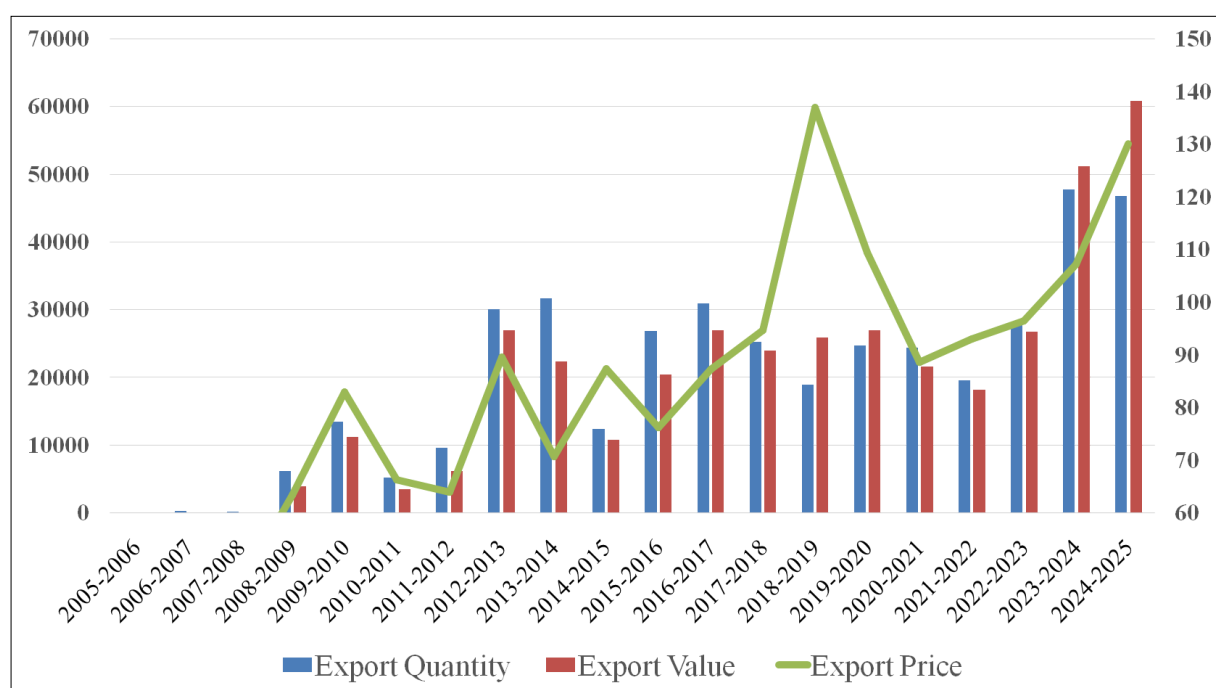


Figure 1. Export Performance of Raisins from India (2005-06 to 2024-25)

The dual-axis time sequence plot (figure 1) showing India's raisin export performance during the time span (2005–06 to 2024–25), clearly demonstrated an overall positive yet volatile trajectory for export quantity, value and price per Kg. Export volume and total export value grew significantly together, following a clear upward path over the two-decade period underscoring that overall trade growth was primarily driven by physical quantity expansion rather than price inflation alone. Average export prices maintained a steady upward trend, after reaching a peak in 2018–2019. Although export levels fluctuated from year to year, the long-term trends in export quantity, value and prices have consistently remained positive and upward during the twenty year period.

4.2 Sub period-wise growth in raisin exports from India

Comparative assessment of period wise trade given in table 2 shows that India's raisin export performance shifted over time, moving from an initial rapid expansion phase (2005–06 to 2014–15) to a phase of market stabilization (2015–16 to 2024–25). The transition between

two sub-periods reflects the commercial development of the Indian raisin exports sector over two decades.

During Period I, rapid expansion was driven by the initial adoption of farm-level drying infrastructure and improved market linkages established through market integration initiatives. The Period I recorded maximum growth across export volumes, earnings and prices as compared to the Period II. Export quantity surged at a statistically significant CAGR of 94.51 per cent, total export value grew by 112.93 per cent and unit price realizations increased by 9.47 per cent per annum at one per cent level of significance.

The Period II observed that growth in export quantity slowed to 5.34 per cent (non-significant) and unit prices to 3.07 per cent (non-significant) owing to the phase of market consolidation and structural stabilization while export value expanded at 8.58 per cent at five per cent level of significance.

Table 2. Sub Period-wise Growth in Raisin Exports from India
(Period I : 2005-06 to 2014-15)
(Period II : 2015-16 to 2024-25)
(Overall Period : 2005-06 to 2024-25)

Particulars	Export Quantity			Export Value			Export Price		
	(MT)			(₹ Lakhs)			(₹ per Kg)		
	Period I	Period II	Overall Period	Period I	Period II	Overall Period	Period I	Period II	Overall Period
CAGR (per cent)	94.51 ***	5.34 NS	28.99 ***	112.93 ***	8.58 **	35.86 ***	9.47 ***	3.07 NS	5.32 ***

Note- (*, ** and *** indicates 10, 5 and 1 per cent level of significance respectively whereas NS denotes Non-significant)

4.3 Countrywise growth in the export of raisins from India

An assessment of country-specific Compound Annual Growth Rates (CAGR) over the 20-year period from 2005–06 to 2024–25 confirms a strong, statistically significant expansion of raisin exports across most major destination markets for Indian raisins as shown in table 3. When evaluating export quantity, Vietnam recorded the highest CAGR at 39.01 per cent per annum, owing to its expanding commercial food processing sector, economic growth and trade integration. It was followed closely by Sri Lanka at 33.25 per cent, with statistically significant positive growth rates also documented in Malaysia,

Romania, Morocco, Russia and Saudi Arabia. Conversely, volume expansion in Ukraine (6.65 per cent) and the United Arab Emirates (4.12 per cent) yielded low CAGR values that were statistically non-significant owing to geopolitical frictions, supply chain disruptions and fluctuations in demand that severely constrained trade flows.

Looking at export revenue, Vietnam achieved the highest CAGR at 42.63 per cent per annum, followed by Sri Lanka at 39.96 per cent, alongside significant positive revenue growth across Malaysia, Romania, Morocco, Russia and Saudi Arabia. In contrast, export value growth rates in the United Arab Emirates (9.54 per cent) and

Ukraine (8.60 per cent) remained non-significant over the two-decade timespan.

Analysing export unit prices, Sri Lanka registered the highest statistically significant CAGR at 5.03 per cent per annum, with positive

growth rates also registered across Malaysia, Russia, Saudi Arabia, Vietnam, Morocco, Romania and Ukraine. Meanwhile, the United Arab Emirates showed a unit price growth rate of 5.20 per cent per annum, which was found to be statistically non-significant.

Table 3. Country wise Growth Rates of Raisin Exports from India (2005-06 to 2024-25)

Sr. No.	Country	CAGR in per cent		
		Export Quantity (MT)	Export Value (₹ Lakhs)	Export Price (₹ per Kg)
1	Saudi Arabia	8.03***	10.85***	2.61***
2	Morocco	24.05**	27.08***	2.44**
3	Ukraine	6.65 ^{NS}	8.60 ^{NS}	1.82*
4	Sri Lanka	33.25***	39.96***	5.03***
5	Russia	11.43**	14.70**	2.93**
6	Vietnam	39.01***	42.63***	2.60**
7	United Arab Emirates	4.12 ^{NS}	9.54 ^{NS}	5.20 ^{NS}
8	Malaysia	32.30***	37.41***	3.86***
9	Romania	28.69***	31.58***	2.25*
10	Other	24.37***	31.24***	5.53***
	Total	28.99***	35.86***	5.32***

Note- (*, ** and *** indicates 10, 5 and 1 per cent level of Significance respectively whereas

NS denotes Non-significant)

4.4 Sub period-wise growth in the raisin exports to destination markets

Interpretation of Sub-Period Growth analysis presented in the table 4 highlights significant structural shifts and market dynamics in India's raisin trade dynamics between Period I (2005-06 to 2014-15) and Period II (2015-16 to 2024-25) across destination market.

During Period I, Malaysia recorded the highest significant CAGR for both export quantity (174.09 per cent) and export value (198.98 per cent), while Vietnam registered the highest significant price CAGR at 17.75 per cent. Conversely, the lowest growth rates during this initial phase were registered in Vietnam for quantity (-0.25 per cent, non-significant), Morocco for value (-26.56 per cent, non-significant) and Sri Lanka for unit price (-0.11 per cent, non-significant).

Transitioning into Period II, Morocco and Vietnam emerged as the primary growth drivers in this second phase, leading in export quan-

tity CAGRs (45.06 per cent and 34.06 per cent) and value CAGRs (48.54 per cent and 34.85 per cent), alongside Sri Lanka's value growth of 9.49 per cent. Significant negative volume CAGRs during the second period were recorded in Ukraine (-22.50 per cent) and the United Arab Emirates (-16.60 per cent). For export value, Ukraine showed a significant negative CAGR (-19.89 per cent), while the UAE recorded a non-significant negative CAGR (-14.26 per cent). Export price CAGRs across most destinations remained positive but non-significant, except for the UAE, which recorded a statistically significant price CAGR of 2.82 per cent.

Table 4. Sub-Period Wise Growth in the Raisin Exports from India to Major Destination

Markets
(Period I: 2005-06 to 2014-15)
(Period II: 2015-16 to 2024-25)

Country	Export Quantity		Export Value		Export Price	
	Period I	Period II	Period I	Period II	Period I	Period II
Saudi Arabia	16.84 ^{NS}	-0.20 ^{NS}	21.81 ^{NS}	0.95 ^{NS}	4.26 ^{NS}	1.15 ^{NS}
Morocco	-27.20 ^{NS}	45.06***	-26.56 ^{NS}	48.54**	0.88 ^{NS}	2.40 ^{NS}
Ukraine	89.96**	-22.50**	99.25**	-19.89*	4.89*	3.37 ^{NS}
Sri Lanka	169.43***	6.19**	169.14***	9.49**	-0.11 ^{NS}	3.11 ^{NS}
Russia	24.85 ^{NS}	-2.03 ^{NS}	40.96 ^{NS}	0.37 ^{NS}	12.90***	2.45 ^{NS}
Vietnam	-0.25 ^{NS}	34.06***	17.45 ^{NS}	34.85***	17.75**	0.59 ^{NS}
United Arab Emirates	48.80 ^{NS}	-16.60*	57.27 ^{NS}	-14.25 ^{NS}	5.68 ^{NS}	2.82*
Malaysia	174.09**	4.88*	198.98**	7.12**	9.08***	2.13 ^{NS}
Romania	25.78 ^{NS}	21.24 ^{NS}	28.96 ^{NS}	22.10 ^{NS}	2.53 ^{NS}	0.71 ^{NS}
Others	80.50***	4.57 ^{NS}	98.00 ***	8.54**	9.70***	3.80*
Total	94.51***	5.34 ^{NS}	112.93***	8.58**	9.47***	3.07 ^{NS}

Note- (*, ** and *** indicates 10, 5 and 1 per cent level of Significance respectively whereas

NS denotes Non-significant)

5 Conclusion

India's raisin export trade demonstrated a strong upward trend over the 20-year period, marked by significant growth in export quantity, value, and prices. While overall export quantities and values showed positive growth across most destinations, Ukraine and the United

Arab Emirates recorded non-significant long-term growth. Vietnam achieved the highest significant growth in both quantity and value, followed by Sri Lanka and Malaysia. In terms of export prices, Sri Lanka registered the highest significant growth rate, followed by Malaysia, Russia and Vietnam whereas the United Arab Emirates experienced non-significant price growth, with all other importing countries showing significant positive increases. The Period I was charac-

terized by massive growth driven by markets like Sri Lanka, Malaysia, and Ukraine. Although overall growth slowed in Period II, Morocco and Vietnam emerged as dynamic new markets, experiencing substantial increases in both export quantity and value.

6 Suggestions

From the above study, it is suggested that;

- i. Growth trends analysis showed that Vietnam, Malaysia, Sri Lanka and Morocco are high growth destination markets of Indian raisins in terms of export quantity, export value and export prices. Thus, trade promotion efforts and raisin export flows may prioritize these high performing importing countries for long term prospects in international trade.
- ii. To address stagnation in export price growth, Indian raisin exporters may invest in modern drying technologies, scientific processing methods, residue-free crop protection, strict size grading and premium packaging to enhance compliance with phyto-sanitary protocols and product competitiveness against leading global exporting countries.

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