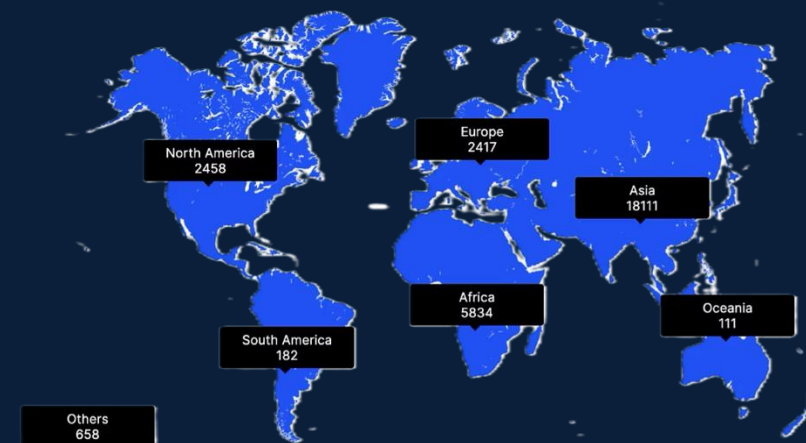


EXPORT MANAGEMENT COMPANY

ZJELL — your outsourced export department



We source, sell, ship and get you paid in global markets — so you can simply produce and grow.

Hong Kong

China

UK

India

Vietnam

Great products. No export department.

India's exports reached **≈ US\$860 billion in FY2025-26**, yet only a fraction of capable manufacturers across India, China and Vietnam sell internationally at scale.

The bottleneck is export capability — not product quality. That gap is exactly what ZJELL fills.

No export team

Hiring market-entry, documentation and logistics specialists is slow and costly for an SME.

No market access

Finding and qualifying real overseas buyers is hard without networks and trade data.

Compliance & payment risk

IEC, DGFT, HS, COO, LCs, customs and cross-border payment terms deter would-be exporters.

Your export department, outsourced.

An **Export Management Company** becomes a manufacturer's external export department. Instead of building an in-house international team, the client engages ZJELL — which already has the markets, buyers, compliance capability and trade-finance relationships in place.

Unlike a freight forwarder, customs broker or one-off consultant, an EMC owns the whole journey — from “we have a product” to “we have been paid.”

The EMC takes responsibility for

- ✓ Selecting markets & identifying creditworthy buyers
- ✓ Negotiating, quoting and closing export orders
- ✓ Sourcing & quality-controlling product
- ✓ All export documentation & compliance
- ✓ Freight, insurance, trade finance & settlement

The ZJELL Export Engine

1

Source & Vet

Manufacturers across India, China & Vietnam sourced, audited and QC'd

2

Market & Sell

Matched to qualified buyers in 58+ countries; orders negotiated & closed

3

Document & Comply

IEC, DGFT, HS, COO, LCs and customs handled end-to-end

4

Ship & Finance

Freight, consolidation, insurance and trade finance arranged

5

Get Paid & Scale

Settlement secured, reorders managed, new markets opened

Five hubs, one accountable team

Hong Kong

TRADE & FINANCE

Re-export, letters of credit
& settlement gateway

China

SOURCING & QC

Manufacturing, supplier
audits, multi-category
sourcing

UK

WESTERN MARKETS

UK & EU buyers, retail
distribution, Western
compliance

India

ORIGIN & EXPORT

Sourcing, DGFT
documentation,
manufacturing origin

Vietnam

ALT-SOURCING

SE Asia sourcing
alternative, tariff-smart
routing

End-to-end export management

1

Market Entry & Buyer Sourcing

Country selection & warm buyer introductions

2

Export Sales & Order Management

Your outsourced export desk

3

Low-Cost Country Sourcing

Vetted supply with factory QC

4

Documentation & Compliance

IEC, DGFT, HS, COO, LC, customs

5

Logistics & Trade Finance

Freight & working-capital support

6

Performance Marketing & CRM

Amazon, Shopify, Google & Meta

20 services across six pillars

- 01 Export market research & country selection
- 02 Buyer & distributor identification (data-led)
- 03 Warm buyer introductions & lead generation
- 04 Outsourced export sales desk
- 05 Order, contract & repeat-order management
- 06 Pricing, costing & FOB/CIF quotations
- 07 Low-cost country sourcing (IN/CN/VN)
- 08 Supplier audits & factory vetting
- 09 Sampling, inspection & quality control
- 10 Product compliance & standards alignment
- 11 IEC & DGFT registration and licensing
- 12 HS code classification & tariff advisory
- 13 Certificates of Origin & export documents
- 14 Letters of Credit & trade documents
- 15 Customs clearance coordination
- 16 Freight forwarding & consolidation
- 17 Cargo insurance arrangement
- 18 Trade finance & working-capital solutions
- 19 Settlement & payment collection (HK)
- 20 Performance marketing & Zoho CRM

TARGET CLIENTS

Who we work with

Manufacturers & SMEs

Export-ready product, no in-house export team

Trading houses & distributors

Expand into new countries without local desks

Established exporters

New markets, sourcing alternatives, trade finance

Buyers & importers abroad

Vetted, compliant supply from IN, CN & VN

PRIORITY MARKETS

Tier 1 — convert now

UAE · Qatar · Kuwait · Saudi Arabia · Nepal

Tier 2 — high potential

USA · UK · Australia

Tier 3 — cultivate

Germany · Singapore · Nigeria · South Africa

Decision-makers: procurement managers · project engineers · developers · cold-chain operators · plant managers · architects.

Top 24 export markets we can grow

Middle East

5 markets

United Arab Emirates
Saudi Arabia
Qatar
Kuwait
Oman

Asia

5 markets

Singapore
Vietnam
Thailand
Malaysia
Nepal

Europe

5 markets

United Kingdom
Germany
Netherlands
France
Spain

North America

2 markets

United States
Canada

Sub-Saharan Africa

3 markets

Nigeria
South Africa
Kenya

North Africa · Francophone

4 markets

Algeria
Morocco
Tunisia
Egypt

24 priority destinations across six regions. **Francophone North Africa edge:** Aishwar Bhatt's ~5 yrs in-region (Algeria) & working French.

7 priority categories · 20 target products

7 PRIORITY CATEGORIES

- 1 Silver Jewellery**
- 2 Building Materials**
- 3 Industrial & Refractories**
- 4 Agri**
- 5 Food & Spices**
- 6 Perfumes & Attar**
- 7 Essential Oils**

20 TARGET PRODUCTS

- | | | | |
|-----------|----------------------------------|-----------|---------------------------------|
| 01 | 925 Sterling Silver Jewellery | 11 | Steel structures & components |
| 02 | Diamond / stone-studded silver | 12 | Aseptic tomato paste |
| 03 | Plywood & veneer boards | 13 | Spices & masala blends |
| 04 | Calcium silicate & cement boards | 14 | Fruit purees & sauces |
| 05 | Mineral wool & insulation | 15 | Orange juice concentrate |
| 06 | SPC / PVC / vinyl flooring | 16 | Rice, cereals & agri produce |
| 07 | Sandwich panels & prefab systems | 17 | Fragrance / flavouring essences |
| 08 | Refractory bricks & monolithics | 18 | Attar & Itra fragrance oils |
| 09 | Quartz / stone sinks & tops | 19 | Mint / menthol essential oils |
| 10 | Sanitaryware & brass fittings | 20 | Aromatic essential oils |

Grounded in ZJELL / Wedge Volza India-export data.

PROOF

Grounded in real trade data

58+

countries served

US\$454M

silver jewellery — India's #1 export

8,144

buyers across 98 destinations

1,578

UK buyers mapped vs 783 IN exporters

22+ yrs

lead-consultant experience

1,000+

customers developed & managed

HOW WE CHARGE

Flexible, success-linked pricing

COMMISSION

5%–15%

of FOB value. Asset-light — you pay when we deliver export sales.

MERCHANT

10%–25%

margin. We take title and trade proven high-margin SKUs on our account.

HYBRID

Blended

Commission for new buyers; merchant on proven, high-margin lines.

CONSULTING

Flat / retainer

Fixed-scope research, documentation and sourcing engagements.

All pricing shown in both INR (₹) and USD (\$); metric units; commercial model confirmed per deal.

A real trader runs your export desk

Aishwar Bhatt

Lead Import–Export Consultant, ZJELL Limited

22+ years hands-on import–export · 1,000+ customers developed · 58+ countries

Built and led international trade for Silver & fine jewellery, building materials & insulation, refractories & fire protection, garments & apparel, food / spices / agri, beauty & personal care, bags & leather, and pharma majors:

Alibaba · Wedge Group · RAK Ceramics · CNBM International · AliExpress · Etex · Kajaria Ceramics · BEC Foods · Groz Tools · MCC · ArcelorMittal · Orind Refractories

A real trader, not just an agency

Category-experienced leadership on every mandate.

Five hubs, one engine

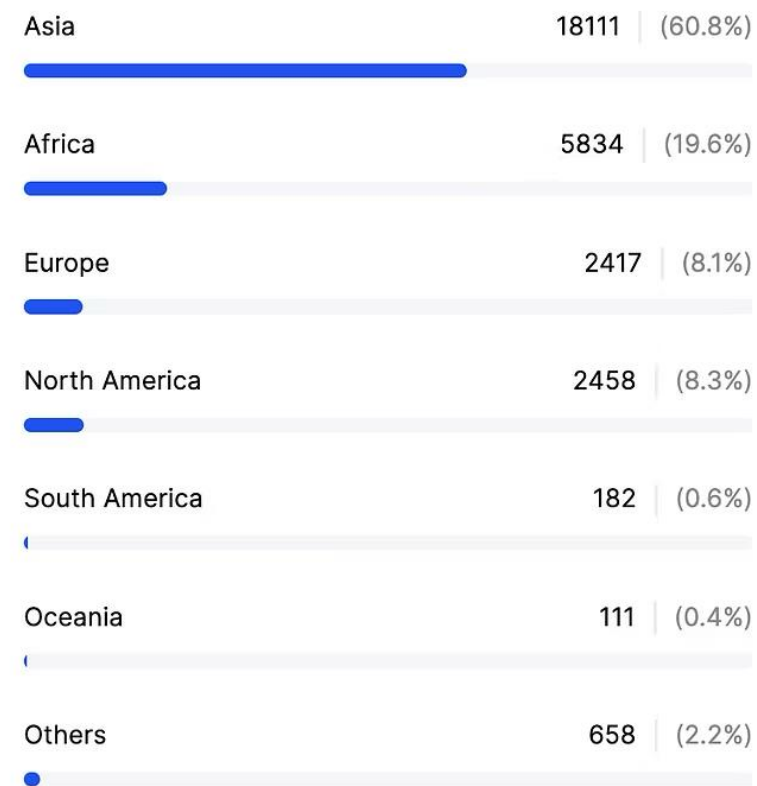
Origin, sourcing/QC, Western markets and finance under one team.

Success-linked pricing

You pay primarily when we deliver export sales.

Data-led targeting

Proprietary trade datasets make outreach start warm.



LET'S OPEN YOUR NEXT MARKET

Your outsourced export department — ready when you are.

Tell us your product and target market — we'll come back with a buyer plan and a commercial proposal.

[Book a VC or Get a Free Estimate](#)

[+852 46615179](#)

[+44 7393164498](#)

[+91 9821627743](#)

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