



COMPANY BROCHURE 2026

Fresh Cavendish bananas from India to the Gulf

Export quality fruit from Solapur, Maharashtra, shipped in reefer containers to buyers in the UAE, Saudi Arabia, Kuwait, Qatar, Oman and Bahrain.

About us

A registered Indian exporter of fresh produce, based in Pune, Maharashtra.

FTM Export Import Private Limited is a registered merchant exporter. We buy from farm partners in Maharashtra and take responsibility for grading, packing, cold chain, documents and shipping.

We are early in this business and we would rather say so. Our first container shipped in August 2026 and reached the Dubai market in good condition. Our aim now is simple. Deliver well on the orders in front of us, build buyers who come back, and grow supply as those relationships grow.

The company is owned by its two directors, both women. A working team of three runs it day to day, covering operations, sourcing and international business.

Registrations

All of the following are current and in our name.

Importer-Exporter Code holder, issued by DGFT

GST registered

APEDA registered exporter

FSSAI registered

Udyam registered, Micro enterprise

Want to verify us?

We are happy to send our IEC, GST, APEDA, FSSAI and Udyam certificates to serious buyers. Ask us and we will send them the same day. We can also arrange a video call so you can meet the people you would be dealing with.

Where we stand today

We would rather show you proof than make big claims.

Our first container

In August 2026 we shipped a 40 ft reefer container of fresh Cavendish bananas from Nhava Sheva (JNPT) to Dubai.

Loaded at	Solapur district, Maharashtra
Cargo	1,540 cartons of fresh Cavendish G9 banana
Container	40 ft reefer, 13 degrees Celsius, ventilation 30
Port of loading	Nhava Sheva (JNPT), Navi Mumbai, India
Port of discharge	Khor Al Fakkan, UAE
Final market	Dubai, UAE

What happened, in full

The container met long routing delays in the region and arrived later than scheduled. The fruit still reached the Dubai market green, in good condition, and was sold. Any exporter can deliver good fruit on a fast and quiet run. Holding condition through a delayed one is the better test, and that is the test our packing and cold chain passed.

Why buyers work with us

Packed the way you ask

We agree carton weight, hand count and grade for each order. The 13.5 kg carton is our standard, not a limit.

Honest about shipping

Shipping routes in the region are disrupted right now. We ship through Khor Al Fakkan and then by road. We confirm the time for each shipment instead of promising a date we cannot keep.

One point of contact

You speak to the people who arrange your shipment. The same team answers your WhatsApp and books your container.

Start with a trial

Take one container first, on terms we agree together. We would rather earn your second order than oversell the first.



Our product

Fresh Cavendish G9 banana, grown in Maharashtra and packed to your order.

Specifications

Variety	Cavendish G9 (Grand Naine)
HS code	08039010
Origin	Solapur, Maharashtra, India
Net weight per carton	13.5 kg standard. Other weights to your specification.
Hands per carton	4, 5, 6, 7, 8 or cluster
Availability	Year-round

Grade, finger length and hand count are set by your order. We do not fix them here.

Container loading

Container	40 ft reefer
Cartons per container	1,540
Net weight	approx. 20,790 kg at 13.5 kg per carton



Packaging

13.5 kg

Standard export carton. Ventilated, with poly liner and ethylene absorber.

13 kg

Available on request.

Buyer specification

We pack to the weight and grade agreed for your order.

The farms we buy from

We do not own farms. We buy from farm partners in Solapur, Maharashtra, and the fruit is graded and packed there before a truck moves.



Cut bunches carried in from the field



Bunches graded by size and laid out



Graded bunches ready to be packed



Washed bunches waiting their turn



A banana cut open to check the fruit inside



Cartons packed by hand at the farm

These photographs are our own, taken at the farms that supply us.

The same cartons at the other end

Photographs taken as the cartons were opened at the destination, from the shipment described earlier in this brochure. These are different cartons out of the same container. They look alike because that is what consistent packing looks like.



A carton opened, fruit inside the liner



Hands lying in the carton as they were packed



Fruit from an opened carton



A second carton, opened

These photographs are our own, taken at the destination.

From farm to container

Ten steps between the farm and the ship. We do or arrange each one ourselves.

01 Sourcing

We choose farms and partners in Solapur, Maharashtra to match the specification agreed for your order.

02 Harvesting

Fruit is cut at the maturity your shipment needs, not on a fixed date.

03 Sorting

We remove unsuitable fruit before it reaches the packing line.

04 Grading

We separate fruit by hand count and grade as agreed. That means 4, 5, 6, 7, 8 or cluster.

05 Packing

We pack into ventilated export cartons with a poly liner and an ethylene absorber. 13.5 kg is standard, or we use the weight you ask for.

06 Pre-cooling

We pre-cool at an APEDA approved facility to bring the pulp temperature down before loading.

07 Quality check

We inspect the full consignment before the container is sealed.

08 Container loading

We load a 40 ft reefer with 1,540 cartons, set to 13 degrees Celsius with ventilation 30.

09 Documents

We prepare the invoice, packing list, phytosanitary certificate, certificate of origin and bill of lading.

10 Shipment

We move the container from Nhava Sheva (JNPT) to your port. We confirm the route for every sailing.



Cold chain

Bananas are shipped green and must arrive green. Break the cold chain and a container ripens on the water and arrives worth nothing. This is the part of the job that decides whether a shipment succeeds.

We pre-cool the fruit at an APEDA approved facility before the container is loaded. It then travels in a 40 ft reefer at 13 degrees Celsius with ventilation set to 30.

Pre-cooling	APEDA approved facility, before loading
Carriage temperature	13 degrees Celsius
Ventilation	30
Carton marking	Store at 13 degrees Celsius or above



Where we ship

All six Gulf markets served. Other ports can be arranged on request.

United Arab Emirates	Jebel Ali and Khor Al Fakkan
Saudi Arabia	Jeddah and Dammam
Kuwait	Shuwaikh and Shuaiba
Qatar	Hamad
Oman	Sohar and Salalah
Bahrain	Khalifa Bin Salman

Shipping routes, honestly

We route through Khor Al Fakkan, which sits outside the Strait of Hormuz, and move cargo onward by road. Conditions in the region make transit times unpredictable at the moment, so we confirm the time for each booking rather than publishing a figure we cannot hold to. We would be careful of any supplier who does publish one.

Commercial terms

We work on FOB and CIF terms. Volume, packing and commercial terms are agreed for each order.

How to order

Six steps from your first message to documents in your hand.

- 1 **Tell us what you need**
Product, destination port, volume, carton weight and grade. A WhatsApp message is enough to start.
- 2 **We send an offer**
Price, packing, and what we can realistically commit to for your port and timing.
- 3 **Specification agreed**
We confirm carton weight, hand count and grade in writing before anything is booked.
- 4 **Proforma invoice and booking**
You receive a proforma invoice. We book the reefer container and the sailing.
- 5 **Harvest, pack and ship**
Fruit is cut for your shipment, graded, packed, pre-cooled and loaded. We keep you updated.
- 6 **Documents**
Invoice, packing list, phytosanitary certificate, certificate of origin and bill of lading.

Start with a trial shipment

Testing a new Indian supplier is a risk, and we understand that. The simple first step is one container, on terms we agree together. Send us your specification, your port and the volume you need, and we will come back with a clear offer. We would rather earn your second order than oversell the first.

Business with integrity

Good business is built on trust, honest dealing and keeping your word.

We do not borrow on interest. The business grows from what it earns. We would rather grow slowly and owe nothing than grow fast on money that is not ours.

We put our own money in. Everyone who runs FTM has their own money in the business, and carries the loss as well as the gain.

We do not hide a fault. We do not conceal a problem with what we sell, and we do not promise what we cannot deliver. That is why there is no delivery time in this brochure.

We keep our word. What we agree in writing is what we ship. If something goes wrong we tell you while it is going wrong, not after.

We pay our farm partners fairly. A supply chain that squeezes the farmer does not stay reliable for long.

Talk to us

WhatsApp is the fastest way to reach us. We reply within 20 minutes to 2 hours, every day, with a real price. We speak English, Hindi, Urdu and Marathi.

Office

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Scan to open our website

🕒 When we answer

United Arab Emirates and Oman	7:30 - 22:00
Qatar, Saudi Arabia, Kuwait and Bahrain	6:30 - 21:00
India	9:00 - 23:30

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Published in English, Arabic and Urdu. If the versions disagree, the English version applies. Nothing here is a binding offer.
The specification for your shipment is agreed in writing before we ship.