



COMPANY PROFILE · 2026

From India's **Finest Makhana** to the World.

India-based trading and export company specialising in the bulk supply and international trade of Makhana — fox nuts, gorgon nuts, *Euryale ferox*.

PRODUCT

Makhana / Fox Nuts

ORIGIN

India

BUSINESS

Bulk Trade & Export

CUSTOMERS

International B2B

WHO WE ARE

Connecting Indian Makhana with global markets

BLUE HORSE INTERNATIONAL is an India-based trading and export company focused on the bulk supply and international trade of Makhana.

We connect reliable Indian sourcing with international buyers through quality-focused product, competitive commercial terms, dependable supply and professional export support.

Our objective is to build long-term business relationships by combining dependable sourcing with transparent communication, consistent product quality and professional execution. We work with sourcing partners and suppliers in India to meet buyer requirements and facilitate smooth transactions from inquiry to shipment.



Graded Indian Makhana, calliper-checked against the agreed specification.

PRODUCT	ORIGIN	BUSINESS	CUSTOMERS
Makhana / Fox Nuts	India	Bulk Trade & Export	International B2B

OUR APPROACH

Quality Focus

Consistent product specifications and quality according to buyer requirements.

Reliable Sourcing

Dependable sourcing channels supporting regular and bulk requirements.

International

Processes designed around the expectations of international B2B buyers.

Long-Term

Repeat business through transparency, responsiveness and reliable service.

WHY BLUE HORSE INTERNATIONAL

Your reliable Indian Makhana supply partner

International buyers need more than a product. They need a supplier who can communicate clearly, understand specifications and execute orders professionally.

01

Bulk Supply

We focus on B2B and bulk requirements for international buyers.

02

Quality-Focused Sourcing

We work with sourcing partners to meet agreed specifications.

03

Competitive Terms

Quotations based on quantity, grade, packaging, destination and shipment terms.

04

Flexible Packaging

Packaging discussed around order quantity and destination-market needs.

05

Export Support

We coordinate commercial and shipping processes for smooth transactions.

06

Responsive Communication

Quick, clear and transparent communication throughout the order process.

WE WELCOME INQUIRIES FROM

- ✓ Importers
- ✓ Distributors
- ✓ Wholesalers
- ✓ Food ingredient companies
- ✓ Food manufacturers
- ✓ Retailers
- ✓ Private-label businesses
- ✓ International trading companies

OUR OPERATING PRINCIPLE

Understand the requirement → confirm specifications → quote clearly → execute responsibly.

Our goal is to develop recurring business relationships rather than one-time transactions — to become a dependable supply partner for buyers looking for Indian Makhana.

OUR PRODUCT

Makhana — fox nuts, gorgon nuts

Makhana is an Indian-origin product increasingly recognised in international markets. We specialise in the bulk trade and export of Makhana, serving buyers requiring Indian-origin product for wholesale, distribution, food processing, retail or further value addition.

- ✓ Indian-origin Makhana
- ✓ Bulk B2B supply
- ✓ Handpicked premium and non-handpicked grades
- ✓ Suitable for wholesale and distribution
- ✓ Export-oriented packaging options
- ✓ Specifications discussed to buyer requirements



Measured, not estimated — 5 Suta at 16.8 mm.

GRADES

Makhana is graded by *suta* — the diameter of the popped kernel. Grades marked “+” are mixed-size lots with a guaranteed minimum.

HANDPICKED PREMIUM

GRADE	SIZE RANGE
3 Suta	9.5–12 mm
4 Suta	12–14 mm
4+ Suta	14–26 mm
5 Suta	15–19 mm
5+ Suta	15–26 mm
6+ Suta	19–26 mm

NON-HANDPICKED

GRADE	SIZE RANGE
4 Suta	12–14 mm
4+ Suta	14–26 mm
5 Suta	15–19 mm
5+ Suta	15–26 mm
6+ Suta	19–26 mm



4 Suta · 12–14 mm



5 Suta · 15–19 mm



6+ Suta · 19–26 mm

QUALITY & PACKAGING

Quality that matches buyer requirements

Quality requirements differ between markets and buyers. We establish clear specifications before confirming an order, so both parties share one understanding of the product being supplied.

Quality parameters we agree on

- ✓ Grade
- ✓ Size
- ✓ Appearance
- ✓ Colour
- ✓ Cleanliness
- ✓ Moisture level
- ✓ Foreign matter
- ✓ Packaging specifications
- ✓ Other agreed quality parameters

Final specifications are confirmed between buyer and seller before order confirmation.

Packaging is discussed around

- ✓ Bulk commercial requirements
- ✓ Buyer specifications
- ✓ Shipment quantity
- ✓ Destination market
- ✓ Product handling requirements
- ✓ Private-label requirements, where feasible

Export-oriented packaging options are available; customised formats can be quoted.

HOW WE RESPOND

BUYER REQUIREMENT	OUR RESPONSE
Grade / size	Confirm available specification and commercial offer.
Packaging	Discuss bulk or customised options based on order requirements.
Destination	Use destination and shipment terms to prepare the quotation.



Every lot checked against the required specification.



Packed in food-grade packaging suited to the destination.

FROM SEED TO PACK

The journey of Makhana

An aquatic crop traditionally cultivated in the water bodies of Bihar, harvested by hand and popped by skill. Fourteen stages, every one of which shapes the final quality.



01

Seed Selection & Cultivation

The Makhana journey begins with the selection and sowing of suitable seeds.



02

Crop Growth & Farm Management

As the crop develops, the Makhana plant produces broad floating leaves across...



03

Harvesting

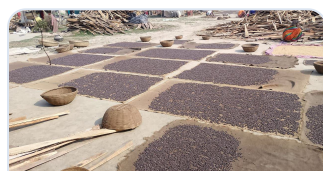
Once the Makhana fruits mature, the seeds are ready for harvesting.



04

Cleaning & Washing

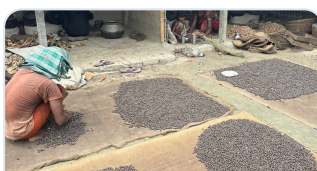
Freshly harvested Makhana seeds contain mud, plant material and other natural...



05

Drying

After cleaning, the seeds are dried, traditionally using sunlight.



06

Storage & Conditioning

After drying, the seeds may be stored and conditioned before roasting.



07

Size Grading of Raw Seeds

Before roasting, raw Makhana seeds are separated according to size.



08

Roasting

The graded seeds are roasted.



09

Tempering / Resting

Following roasting, the seeds are allowed to rest or temper.



10

Popping

Popping is the most distinctive stage of Makhana processing.



11

Sorting & Grading

Once popped, the Makhana is cleaned of loose particles and shell fragments,...



12

Quality Control

Before packaging, the finished product is checked against the required...



13

Packaging

After final grading and inspection, Makhana is packed in suitable food-grade...



14

Storage

Proper storage preserves Makhana quality after processing.

From India to international markets

We are focused on developing international B2B relationships and supplying Indian Makhana to buyers across global markets.



Packed lots held in clean, dry storage before dispatch.



Sorted and graded against the agreed specification.

Commercial terms

Depending on the transaction we can discuss **FOB, CFR, CIF** and other mutually agreed Incoterms.

Pricing depends on product grade, quantity, packaging, destination, freight and prevailing market conditions — so every quotation is prepared against your specific requirement rather than a fixed list price.

Send us your requirement

- ✓ Required grade / size
- ✓ Handpicked or non-handpicked
- ✓ Quantity
- ✓ Packaging requirement
- ✓ Destination country / port
- ✓ Preferred Incoterm
- ✓ Specific quality requirements

A note on method. Traditional and mechanised processing differ. Roasting temperatures, resting periods, machinery and handling vary between processors and between lots. The process stages shown describe the Makhana value chain as generally practised and as documented by ICAR and allied Indian agricultural bodies — not a claim that every producer follows identical parameters.

How an order runs. Buyer inquiry → specification discussion and availability → commercial quotation → order confirmation → documentation and shipment → delivery on the agreed Incoterms. We coordinate the commercial and shipping processes so the transaction runs cleanly end to end.

LET'S DO BUSINESS

Looking for a reliable Indian Makhana supplier?

Whether you are an importer, distributor, wholesaler, food manufacturer or trading company, we welcome the opportunity to discuss your requirements.

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APEDA RCMC

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From seed. To pop. To grade.
To global markets.