



CHEMICAL

Export advantage for India across recent FTAs

- India's exports to the World is 28700.37 USDmn
- India ranks 13th in global Chemical exports with global share of 3.13%
- Other major global exporters include China, USA, Germany, Korea and Japan

Earlier FTAs

(signed prior to 2021)

Primary focus on Countries within Asian and South Asian region

Total import value of goods in past FTAs

US \$ 5.2 trillion (2024, ITC Trade Map)

Total GDP value of past FTA countries

US \$ 10.8 trillion (2024, World Bank)

Figures below countries are

their imports from the world , India's share in their imports

Nepal Treaty (2009)
US\$ 14 BN , 63.19%

Korea CEPA (2010)
US\$ 632 BN, 1.02%

Japan CEPA (2011)
US\$ 743 BN , 0.87%

Bhutan Agreement (1972)
US\$ 1.38 BN, 80.78%

SAARC FTA (2006)
US\$ 168 BN , 14.6%

Thailand EHS (2004) US\$
310 BN, 1.85%

Sri Lanka FTA (2000) US\$
19 BN, 20.33%

ASEAN FTA (2009)
US\$1873 BN, 1.91%

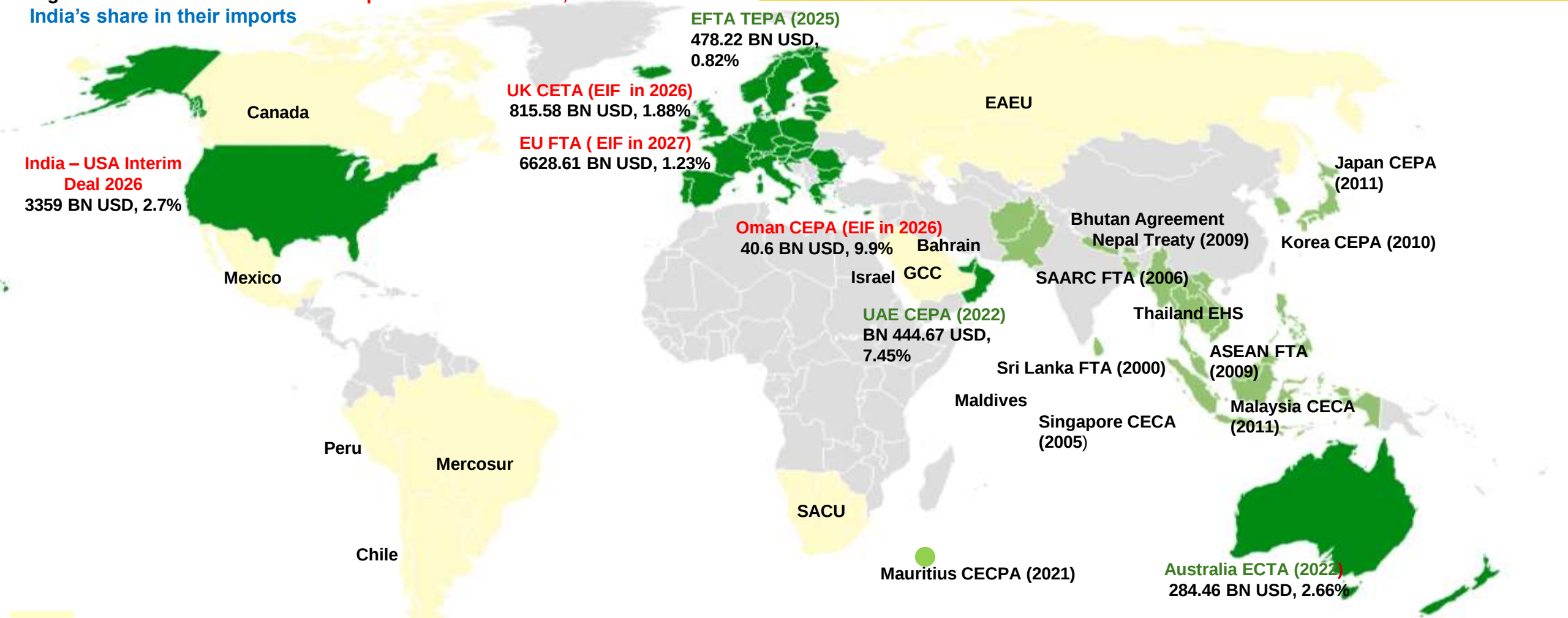
Malaysia CECA (2011)
US\$ 301BN, 2.29%

Singapore CECA (2005) US\$
458 BN, 1.91%

Total import value of Goods in new FTAs is US \$ 12 trillion (2024, ITC Trade Map)

Total GDP value of new FTAs is US \$ 56 trillion (2024, World Bank)

Figures below countries are their imports from the world ,
India's share in their imports



India – USA Interim Deal 2026
3359 BN USD, 2.7%

EFTA TEPA (2025)
478.22 BN USD, 0.82%

UK CETA (EIF in 2026)
815.58 BN USD, 1.88%

EU FTA (EIF in 2027)
6628.61 BN USD, 1.23%

Oman CEPA (EIF in 2026)
40.6 BN USD, 9.9%

UAE CEPA (2022)
BN 444.67 USD, 7.45%

Australia ECTA (2022)
284.46 BN USD, 2.66%

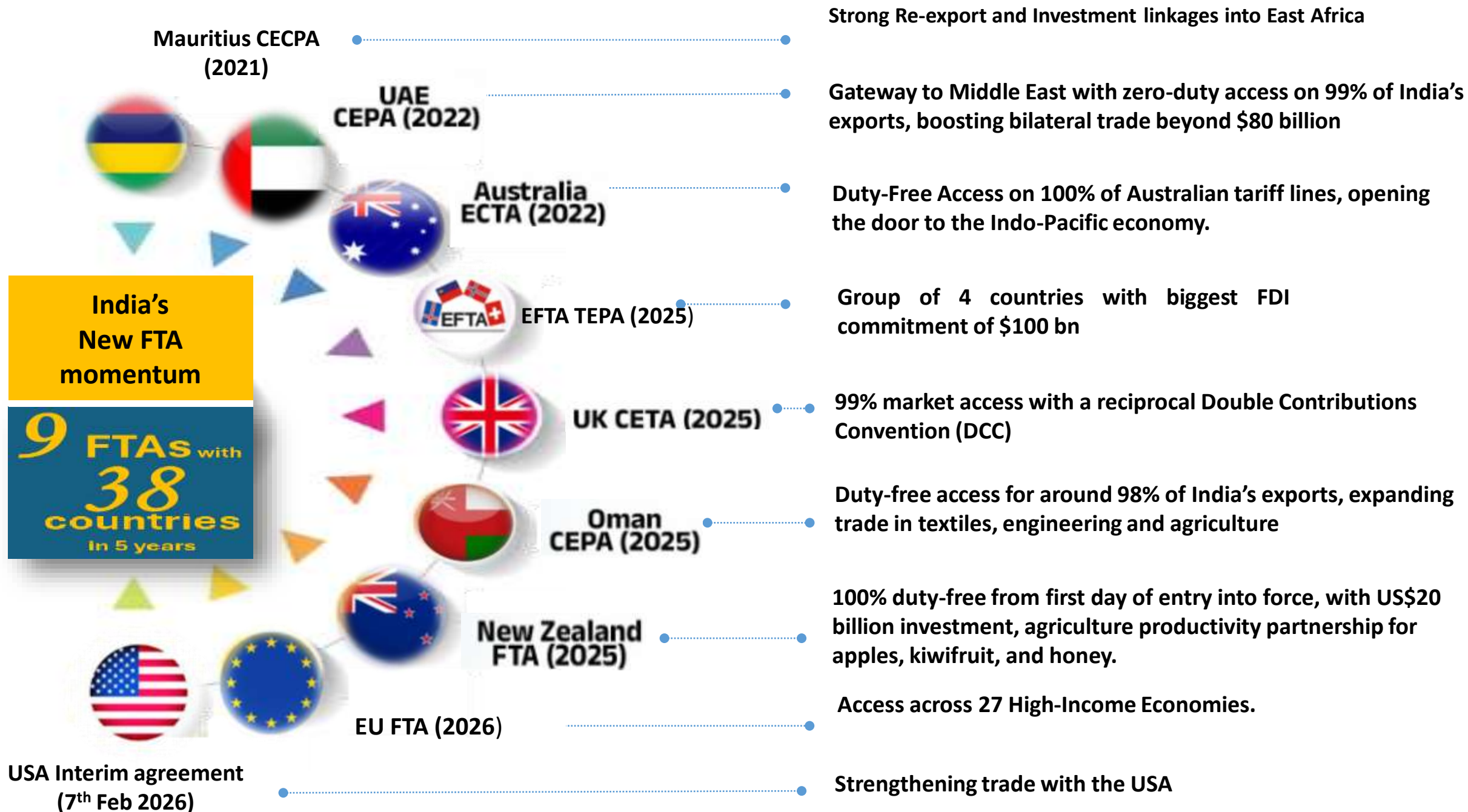
New Zealand FTA (EIF in 2026)
46.90 BN USD, 1.58%

TOR Finalized /FTAs under negotiation
New FTAs since 2022

Old FTAs before 2022

EFTA includes Switzerland, Norway, Iceland, Liechtenstein
TEPA: Trade and Economic Partnership Agreement
CETA: Comprehensive Economic and Trade Agreement
ECTA: Economic Cooperation and Trade Agreement

Source: Imports data – CY 2024, ITC Trade Map ; GDP data – 2024, World Bank.



Efforts to promote exports in FTA countries

Role of D/O Commerce & it's stakeholders

DGFT along with GTPO/Industry Associations

- Spreading awareness on FTA benefits amongst Indian exporters
- Capacity building on FTA utilization by CII/FICCI/FIEO
- Providing exporters with practical assistance on leveraging FTA concessions, origin certification, and procedural clarity
- Brand promotion in FTA countries

Export Promotion Councils

- Ensuring Product-Market Fit while planning trade events in FTA countries
- Flag market access issues and resolve operational barriers to FTA utilization: Non-Tariff barriers (NTB), logistics, price, design etc. in consultation with their members
- Facilitating compliance with emerging global standards like sustainability, CBAM

Role of Indian Missions

- Ensuring FTA awareness in importing country and report adoption challenges if any
- Identification of key buyers and importers and network with relevant Brands and Retail stores in FTA countries prioritizing products with duty free access
- Ensuring relevant footfalls of buyers and importers in trade events organized by EPCs
- G2G initiatives along with DoC and EPCs towards expediting Non-Tariff Barrier (NTB) resolution in FTA
- Market Intelligence on new opportunities, new products, technology, consumer preference etc.

ROLE OF STATE GOVERNMENT **ACROSS IDENTIFIED CATEGORIES**

States as Enablers • Partners in Growth • Catalysts for Global Competitiveness

01



SCALE UP THE PRODUCTION



- State Government should focus on immediate expansion and scaling up of these products

02



MARKET DIVERSIFICATION TOWARDS FTA



- State Government should organise road shows, RBSMs etc and ensure rigorous **Brand India** presence in these markets and work closely with Indian Missions to establish market networks and encourage foreign brands to source from India

03



FOCUS SUPPLY SIDE CONSTRAINTS



- State Government to focus on issues other than tariff including non tariff barriers, quality upgradation, trade facilitation, port connectivity, price competitiveness etc before promoting products in FTA markets

04



DIVERSIFICATION TO NEW PRODUCTS



- State Government should have policy focus towards facilitating R&D, infrastructure, skill development, raw material availability etc.



STRONG STATE ACTION



COMPETITIVE INDUSTRY



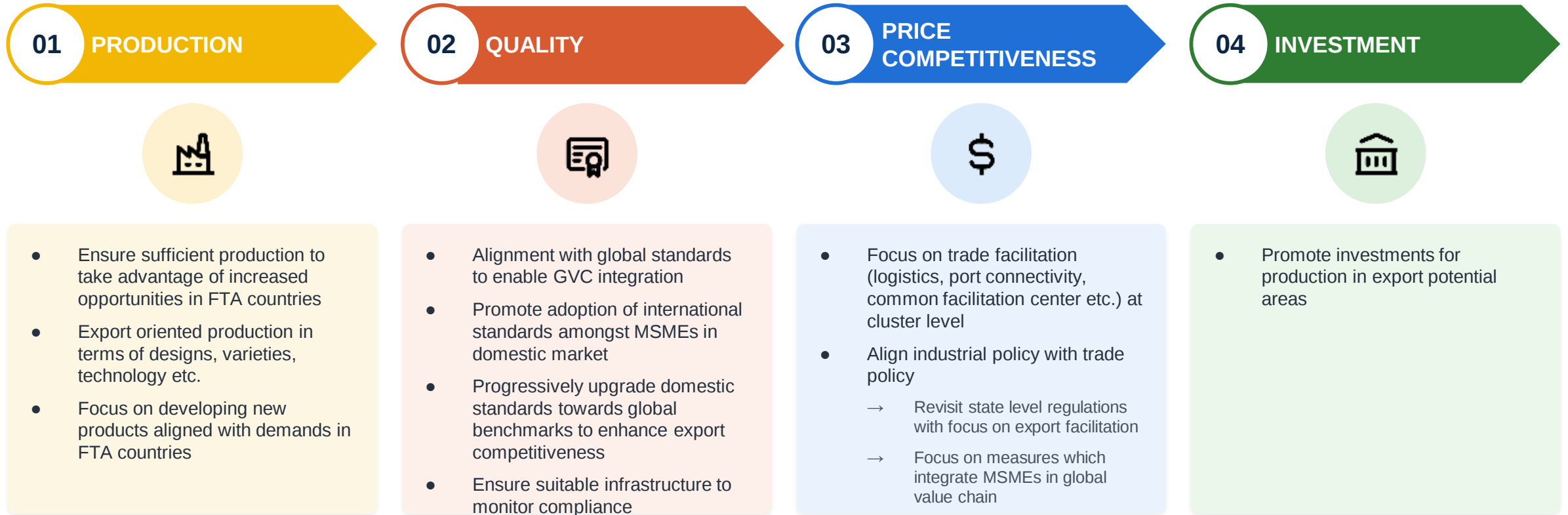
GLOBAL IMPACT

Collaborative Governance • Targeted Interventions • Sustainable Export Growth



SUGGESTED ROLE OF LINE MINISTRIES

● *Production* ● *Quality* ● *Price Competitiveness* ● *Investment*



PRODUCTION » QUALITY » PRICE COMPETITIVENESS » INVESTMENT

Coordinated Ministry Action • Export Readiness • Global Competitiveness



CONCEPTUAL FRAMEWORK FOR FTA UTILISATION PLAN

A Strategic Framework to Maximise Export Opportunities



Different products require different FTA utilisation strategies based on market share, competitiveness and demand conditions.

 I SCALE UP		 II DIVERSIFY INTO FTA MARKETS		 III STRENGTHEN SUPPLY SIDE		 IV DEVELOP NEW PRODUCTS	
 When?	India's share >15%	 When?	India's share <15%	 When?	Low share despite low tariffs	 When?	High import demand but India's exports remain low
 Objective	Expand existing strengths	 Objective	Capture untapped markets	 Objective	Improve export competitiveness	 Objective	Align exports with market demand
 Key Actions	✓ MSME scaling ✓ Technology adoption ✓ Skill development ✓ Raw material access	 Key Actions	✓ Buyer networking ✓ Trade fairs ✓ Market promotion	 Key Actions	✓ Logistics improvement ✓ Port connectivity ✓ CFCs & Testing Labs	 Key Actions	✓ R&D ✓ Innovation ✓ Product diversification
 Lead Stakeholders	• State Governments • MSMEs • Industry Associations	 Lead Stakeholders	• Indian Missions • Export Promotion Councils • Department of Commerce	 Lead Stakeholders	• State Governments • Port Authorities • Infrastructure Agencies	 Lead Stakeholders	• State Governments • R&D Institutions • Industry & Start-ups



EXPORT GROWTH

Sustainable • Competitive • Innovative



Market Expansion



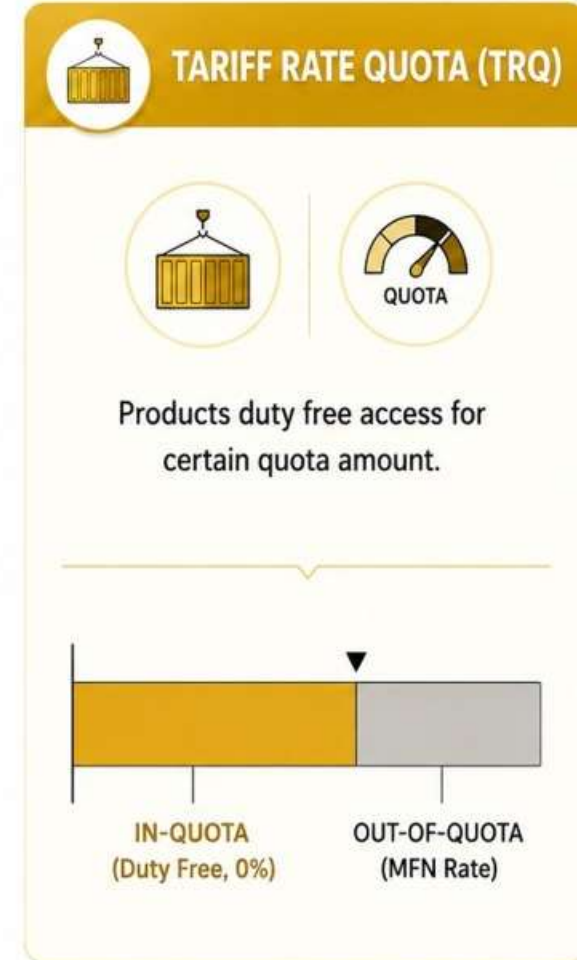
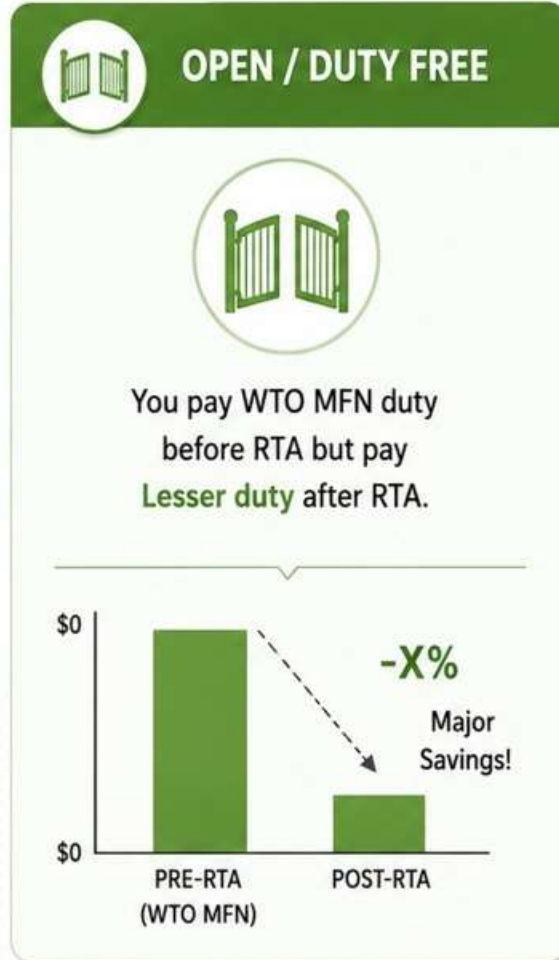
Competitiveness Enhancement



Innovation & Value Addition

PARAMETER TO IDENTIFY EXTENT OF BENEFIT UNDER FTA

— (Free Trade Agreement) —



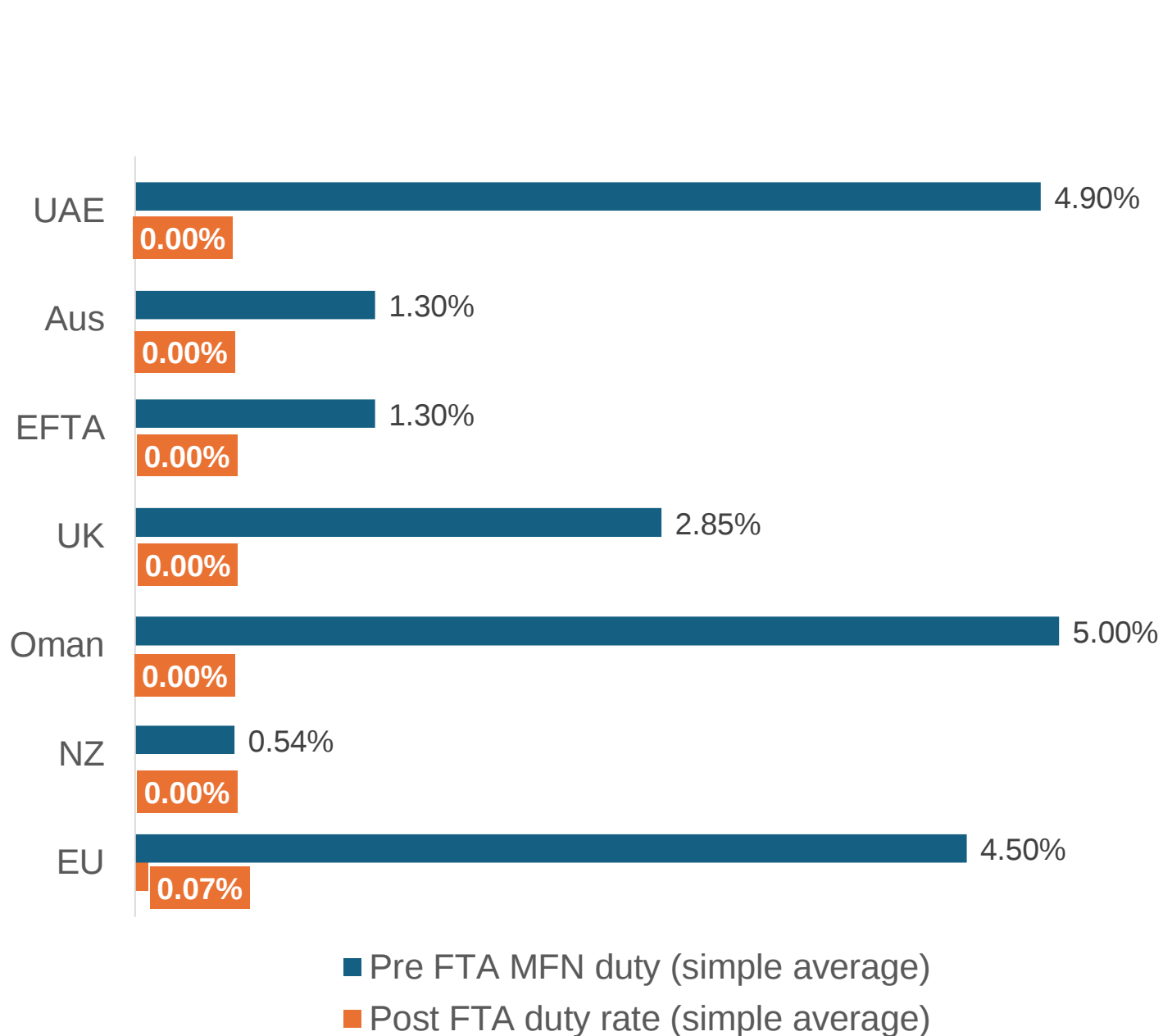
These parameters help determine the applicable benefit and correct duty treatment under FTA.

Market Access landscape across FTAs: Chemicals



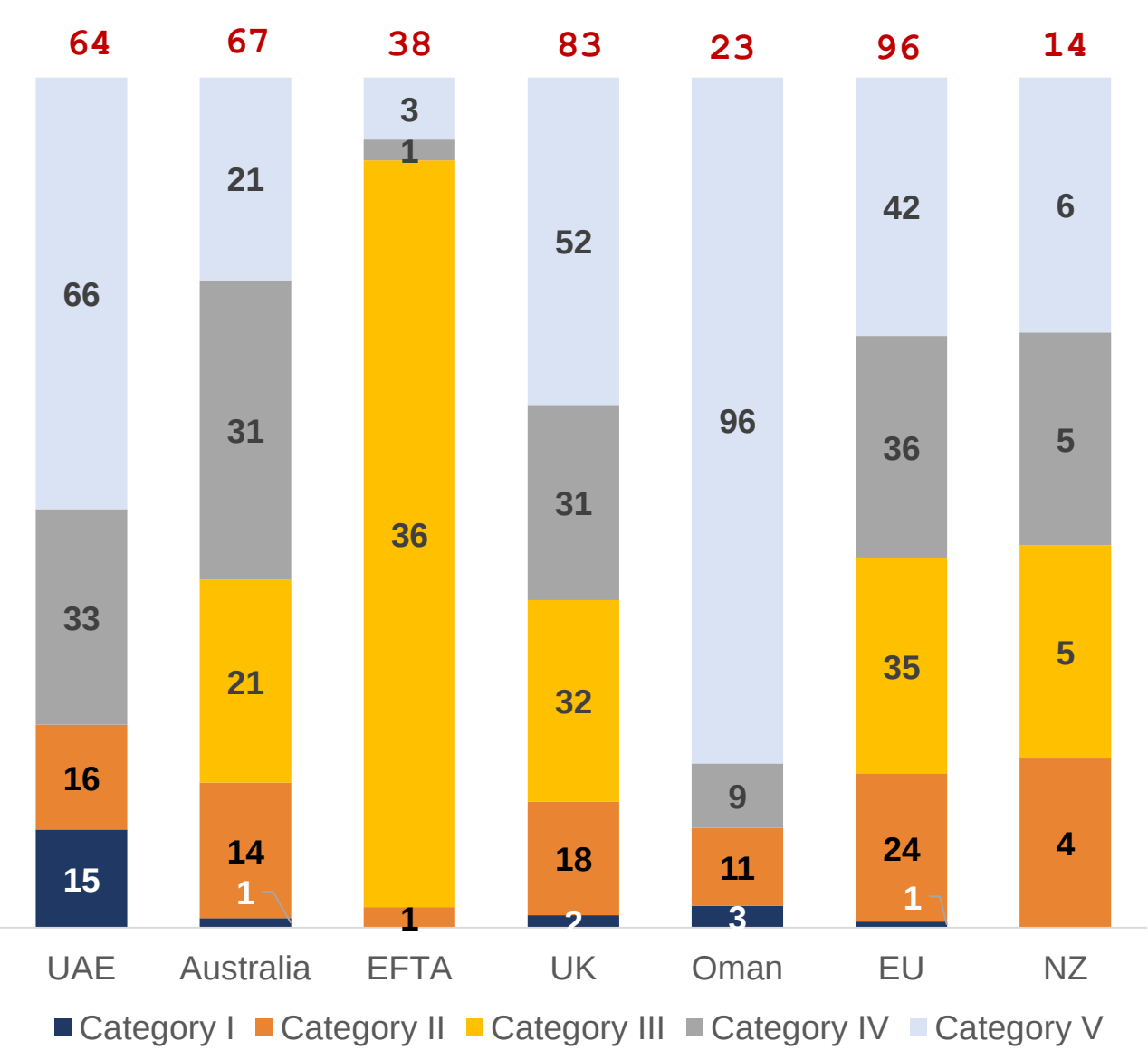
Existing status of Indian Chemical exports across FTAs

Newly signed FTAs give export opportunities to Indian chemical industry to the tune of US\$462 billion



FTA	Total imports from World	Share of India in Imports (%)
UAE	12,795	8.96%
Australia	10,272	2.09%
EFTA	17,579	5.49%
UK	29,033	2.34%
Oman	2,711	4.12%
NZ	2,059	2.12%
EU	3,87,540	3.29%

Category-wise distribution of tariff lines of Chemicals across FTAs



Stack bar indicates number of tariff lines to be focused against each category across FTAs. Value in red above each stack bar is the total number of tariff lines across

Category-wise Import value of Identified focus tariff lines in US\$ MN and their % contribution

FTA	Category I	Category II	Category III	Category IV	Total
UAE	1233.3 (10%)	5534.8 (43%)		2080.9 (16%)	8849 (69%)
Australia	29.80 (0.3%)	3568 (35%)	1937.7 (19.7%)	1702.7 (17.3%)	7807.1 (79.5%)
EFTA	-	-	6147.5 (35.9%)	74.8 (0.4%)	6222.4 (36.3%)
UK	344.2 (1%)	3460.2 (12%)	12222.5 (42.8%)	2499.9 (8.8%)	19283.4 (67.5%)
Oman	271.14 (10%)	606.6 (22%)	-	637.9 (30.4%)	1515.6 (76.3%)
EU	20622.5 (5.6%)	60849.4 (16%)	108465.8 (29.2%)	41292 (11.1%)	247614.4 (66.7%)
NZ	-	402.6 (19.6%)	342.7 (16.6%)	164.7 (44.2%)	910.1 (80.1%)



Product-wise categorisation across FTAs for CHEMEXCIL

Product Code	Product Label	India's export to world (US\$mn)	UAE	Australia	EFTA	UK	Oman	EU	NZ	All FTAs
380893	Herbicides, anti-sprouting products and plant-growth regulators	1574.8	2.5 (14%)	850.6 (2%)		262.2 (1%)	0.2 (18%)	3491.1 (0%)	77.1 (0.5%)	4681
380891	Insecticides, put up in forms or packings for retail sale	1418.7	18 (15%)	172.3 (3%)	55.2 (0%)	98.5 (0%)	6.1 (18%)	2220.4 (0%)	39.4 (6.2%)	2586
293339	Heterocyclic compounds with nitrogen hetero-atoms	1037.5	10.5 (46%)	100.3 (8%)		296.7 (73%)	6.7 (98%)	5255.4 (0%)	1.6 (25.6%)	5652.4
380892	Fungicides, put up in forms or packings	947.6	5.6 (34%)	126.5 (6%)	50.9 (0%)	275.9 (4%)	2 (7%)	3464.9 (0%)	45 (4.8%)	3963.2
330190	Extracted oleoresins; concentrates of essential oils	544.3	27.5 (29%)				3.9 (17%)			27.5
280300	Carbon/carbon blacks and other forms of carbon	482.9	79 (45%)				0.4 (20%)	2342.5 (0%)		2421.5
330499	Beauty or make-up preparations and preparations	471.3	1256.6 (2%)	848.9 (0%)	968.2 (0%)	2328.9 (0%)	207.3 (62%)	15193.6 (0%)	215.9 (1.1%)	21019.4
292429	Cyclic amides, incl. cyclic carbamates, and their derivatives	438.6	4.2 (43%)	31 (6%)		136.1 (10%)	0.6 (82%)	2627.6 (0%)		2794.7
292142	Aniline derivatives and their salts	363.1	12.1 (93%)			4 (32%)	34 (14%)	75.5 (0%)		34
330290	Mixtures of odoriferous substances and mixtures	346.0	805 (9%)	42.1 (1%)	166.9 (3%)	250.2 (0%)	27.7 (9%)	4347.2 (0%)		5639.1

Total import demand in those FTAs where the product fall under Categories I- III is taken as export opportunity for India, if the suggested action as per categories mentioned is taken

Row values indicate the nation's total imports from the world; bracketed figures show India's share of those imports. Values reported



Category I : Scale	Category II: Diversify into FTA market	Category III: Focus on supply side issues	Category IV: Opportunities for New Products	Category V: Consider realigning in long run
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Product-wise categorisation across FTAs for CAPEXCIL

Product Code	Product Label	India's export to world (US\$mn)	UAE	Australia	EFTA	UK	Oman	EU	NZ	All FTAs
321590	Ink, whether or not concentrated or solid (excl. printing ink)	1046	12.2 (2%)	3.7 (0%)	92.6 (0%)	257.5 (0%)	0.7 (9%)	3860.1 (0%)		4228.2
382499	Chemical products and preparations of the chemical or allied industries	349	292.3 (6%)	264.8 (2%)	686.8 (1%)	2365.2 (1%)	48.3 (19%)	14121.4 (0%)	137.1 (0.8%)	17915.9
380210	Activated carbon (excl. medicaments or deodorant products for fridges)	311	9.7 (34%)	23.5 (8%)		67 (9%)	0.9 (26%)	770.7 (0%)		861.2
321519	Printing ink, whether or not concentrated or solid	195	82.7 (30%)	154.4 (2%)		135.6 (3%)	5.3 (30%)	2091.8 (0%)	25 (8.4%)	2489.5
350790	Eukymes and prepared eukymes	83	16.6 (6%)	53.8 (1%)	109.5 (0%)		5 (3%)			163.3
350691	Adhesives based on polymers of headings 3901 to 3913 or on rubber	78	95.6 (35%)		89 (0%)	211.2 (0%)	13.3 (5%)	2769.8 (0%)		3165.6
381600	Refractory cements, mortars, concretes and similar compositions	73	32.1 (25%)	10.6 (5%)	63.6 (0%)	53.2 (1%)	13.8 (32%)	828.1 (0%)		977



Total import demand in those FTAs where the product fall under Categories I- III is taken as export opportunity for India, if the suggested action as per categories mentioned is taken

Box values indicate the nation's total imports from the world; bracketed figures show India's share of these imports. Values

Category I : Scale	Category II: Diversify into FTA market	Category III: Focus on supply side issues	Category IV: Opportunities for New Products	Category V: Consider realigning in long run
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Product-wise categorisation across FTAs for SHEFEXCIL

Product Code	Product Label	India's export to world (US\$mn)	UAE	Australia	EFTA	UK	Oman	EU	NZ	All FTAs
210690	Food preparations	789	947.4 (65%)	1 641 . 3 (2%)	1 022 . 4 (0%)	3 140 . 2 (1%)	1 08 . 7 (3%)	17 378 . 6 (0%)	462.7 (2%)	24701.3
130219	Vegetable saps and extracts	549		97.8 (21%)	50 . 4 (3%)	71.5 (15%)		1203.6 (8%)	25.2 (16.8%)	1448.5
121190	Plants, parts of plants, incl. seeds and fruits	544		181 . 9 (6%)	74 . 7 (4%)	123.2 (16%)	2 . 5 (9%)	1429.5 (14%)	14.6 (5.5%)	1809.3
210111	Extracts, essences and concentrates, of coffee	525	139.2 (7%)	181 . 6 (4%)		469 (4%)	7 . 2 (6%)	2394.3 (4%)	42.7 (1%)	3234
330290	Mixtures of odoriferous substances and mixtures	346	805 (9%)	42 . 1 (1%)	166.9 (3%)	250.2 (0%)	27 . 7 (9%)	4347.2 (0%)		1014
292320	Lecithins and other phosphoaminolipids	116	2.7 (61%)			51.9 (8%)	0 . 9 (86%)	529.9 (0%)		529.9
151590	Fixed vegetable fats and oils and their fractions	112	10.9 (1%)	50 . 6 (4%)	125.9 (0%)				19.3 (3%)	176.5



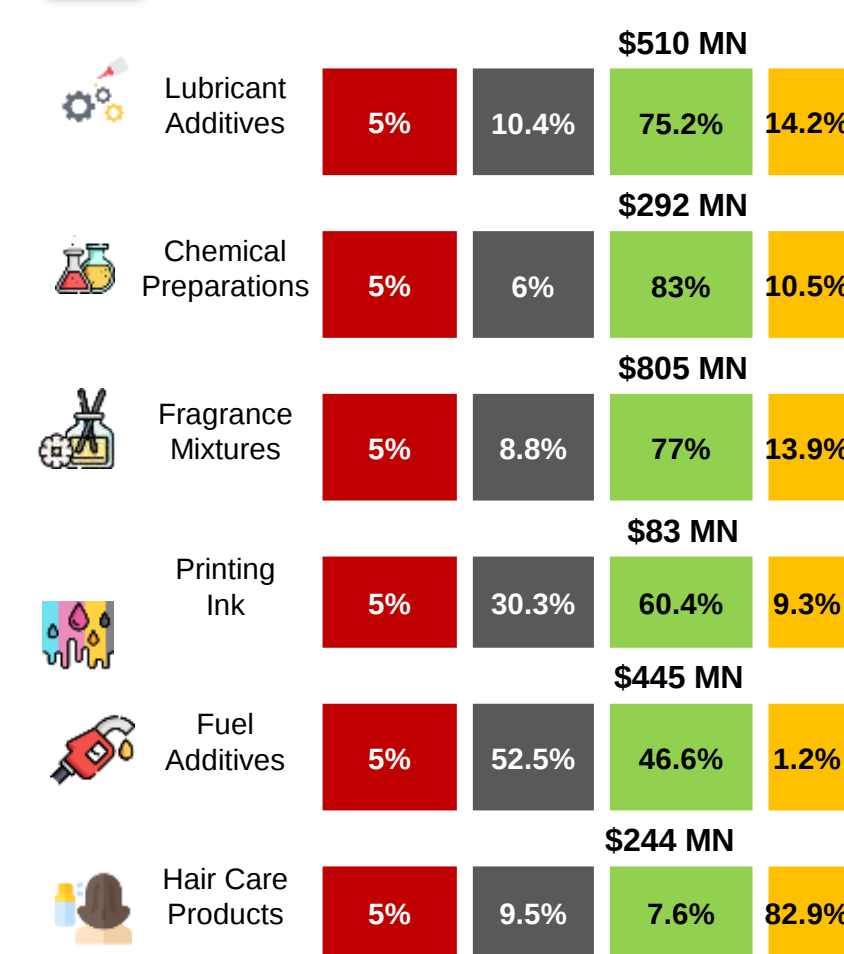
Total import demand in those FTAs where the product fall under Categories I- III is taken as export opportunity for India, if the suggested action as per categories mentioned is taken

Category I : Scale	Category II: Diversify into FTA market	Category III: Focus on supply side issues	Category IV: Opportunities for New Products	Category V: Consider realigning in long run
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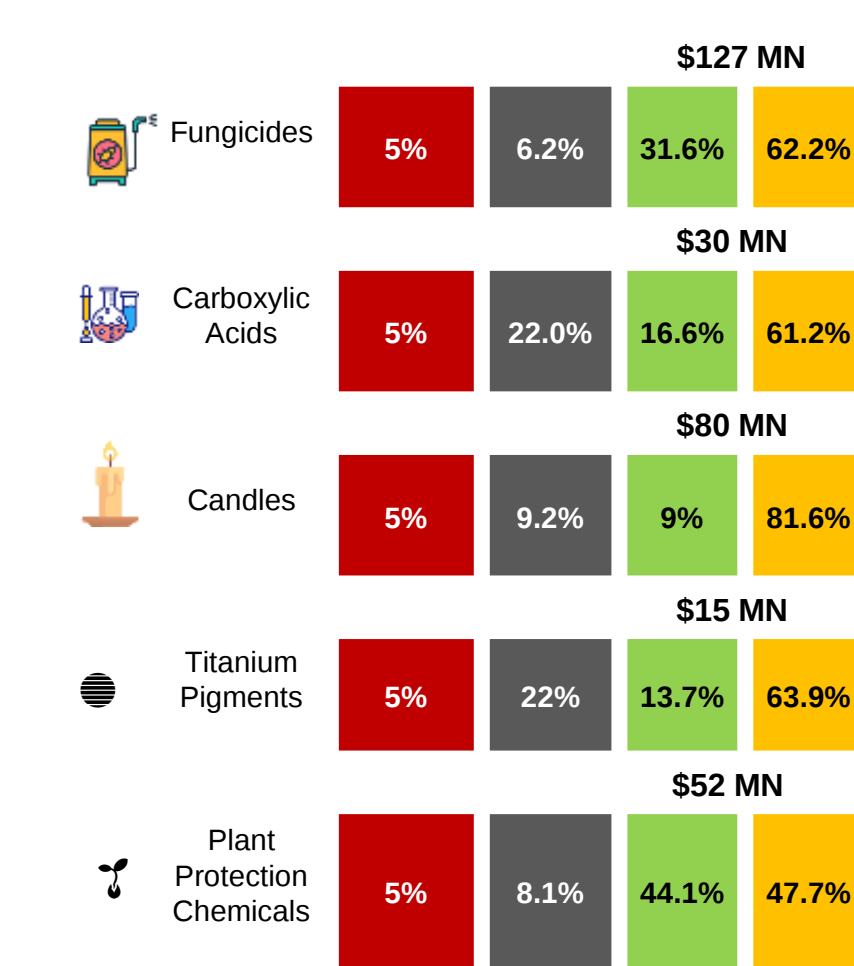
Chemicals: Category-wise Common Products for Exports Across FTAs				
Category I Scale-up production	Category II Market Diversification	Category III Focus supply side constraints	Category IV Diversification	Category V (Realign focus)
- Pyridine and its Derivatives - Hydrogen Peroxide - Skin Care Preparations - Fragrance Mixtures - Amines	- Chemical Preparations - Nitrogen Heterocyclic Compounds - Acyclic Alcohols - Fuel Additives - Acyclic Alcohols	- Simple Amino-alcohols - Specialty Lactams, - Food Fragrance Mixes, - Retail Insecticides, - Miscellaneous Chemicals	- Putty & Sealants - Organic Surfactants & Cleaners - Shampoos & Hair Preparations - Ethylene Glycol (Industrial Grade)	- Mixed-Halogen Chain Chemicals - Chlorinated Benzenes - Unsaturated Fatty-like Acids and Derivatives - Simple Methyl Amines - Lye or Caustic Soda Flakes - Titanium Dioxide - Aluminium Chloride

Opportunity assessment for India against Competing Suppliers for Category I & II products

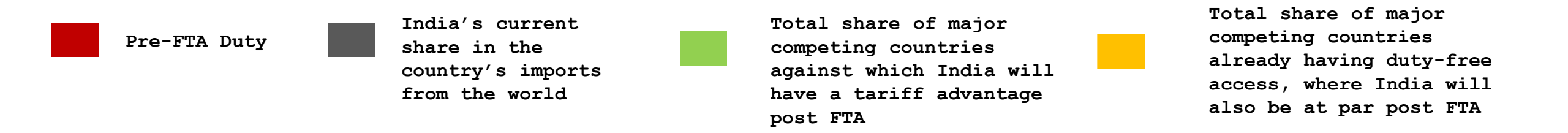
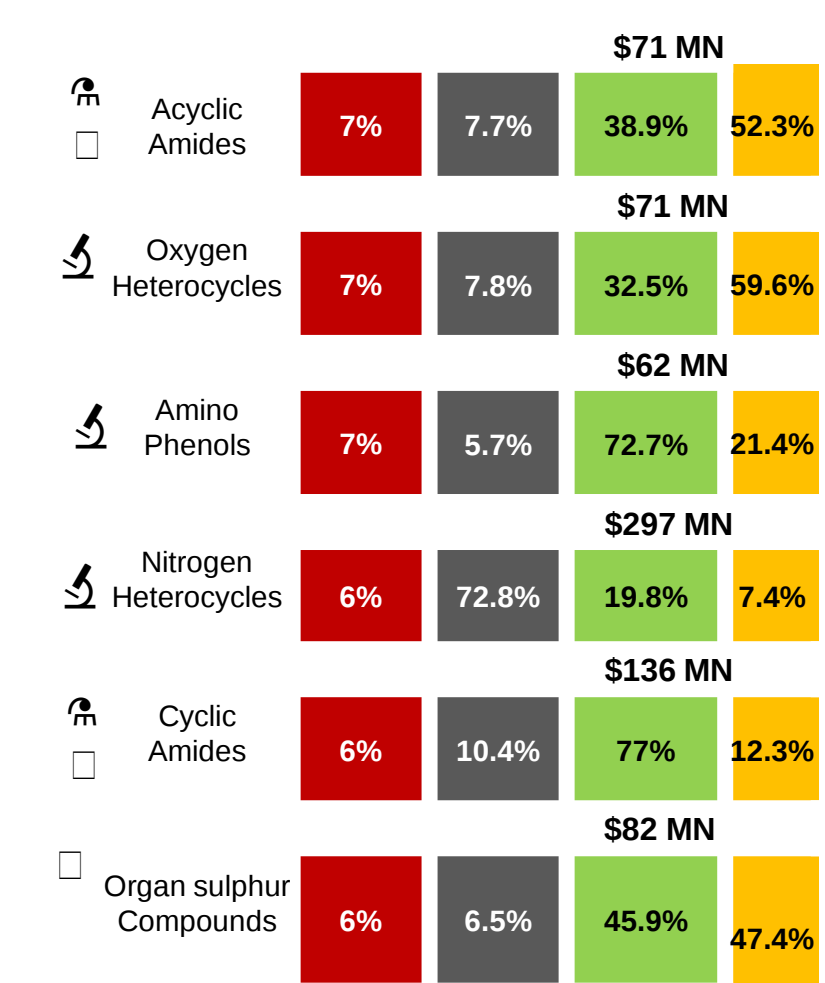
UAE



Australia (average

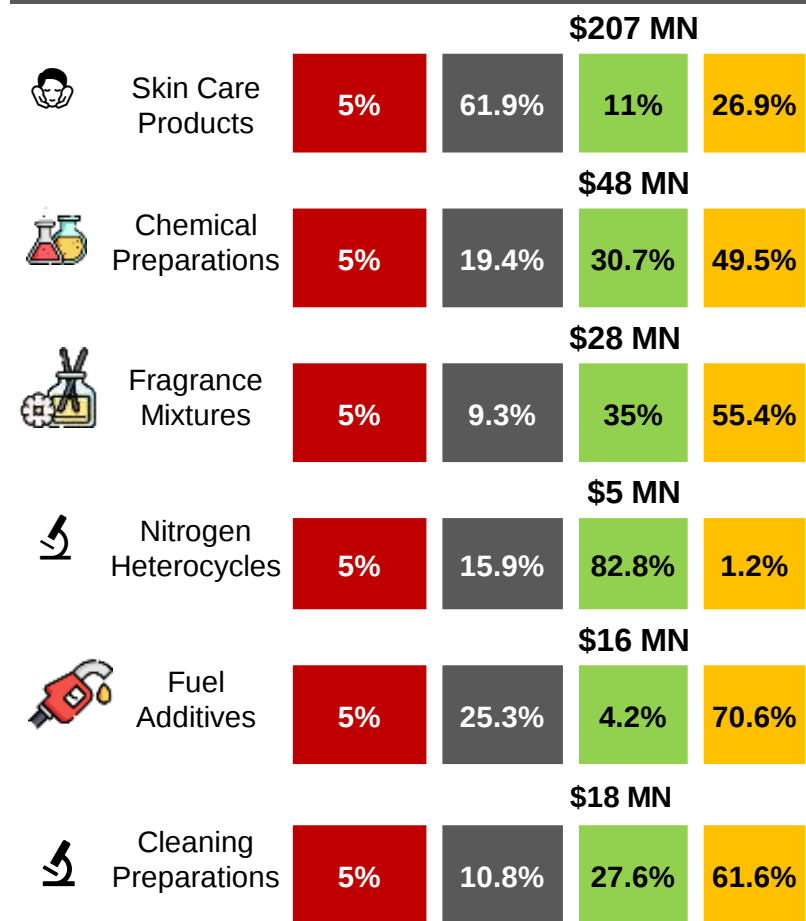


UK

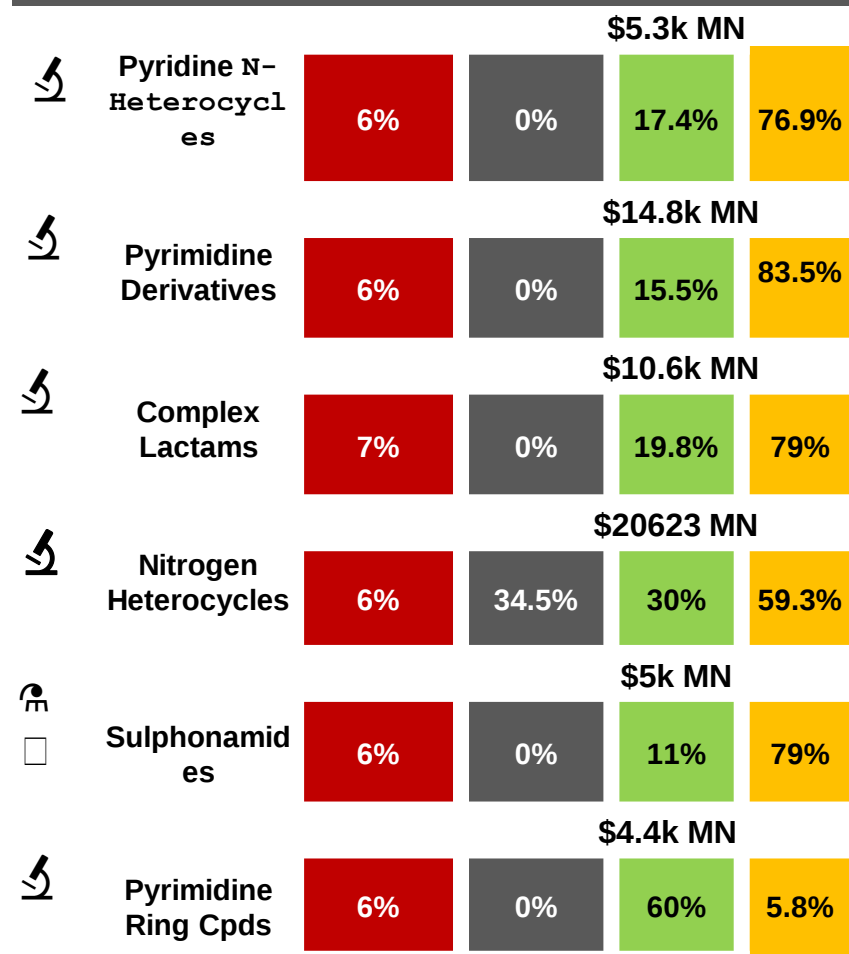


Opportunity assessment for India against Competing Suppliers for Category I & II products

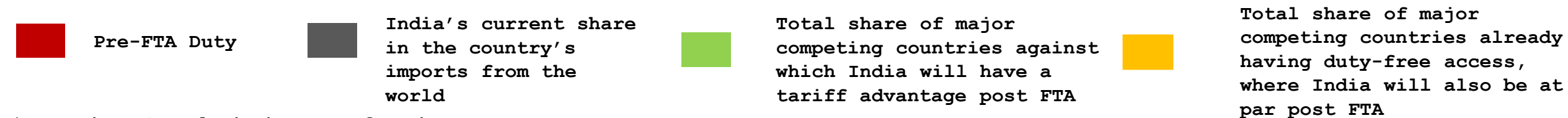
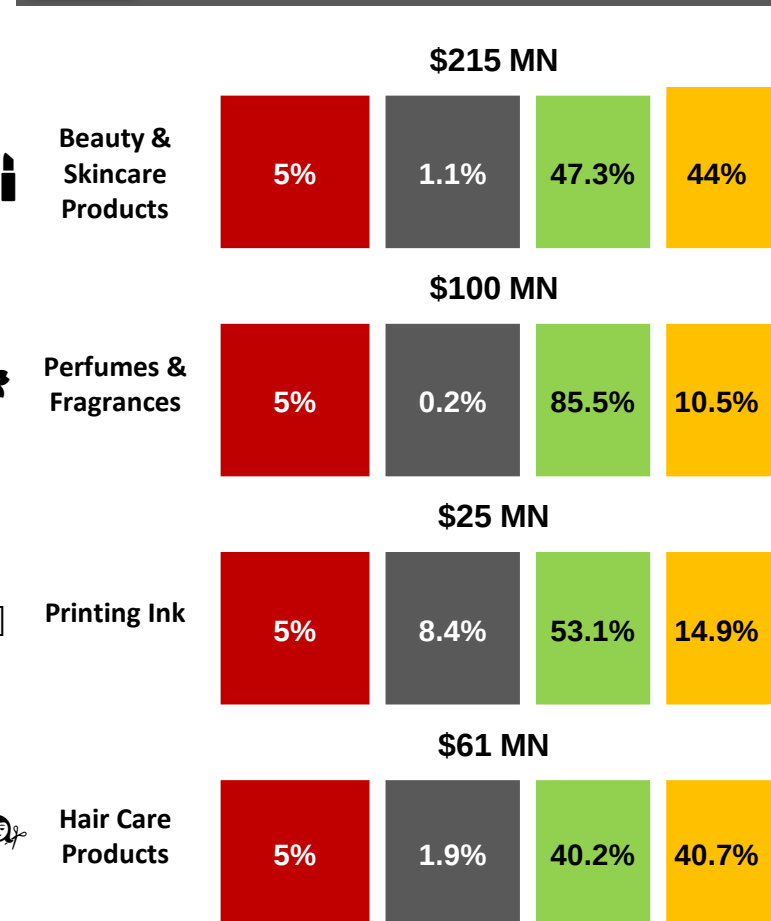
Oman (average pre-



European Union



New Zealand



*Competitors' analysis in case of EU is based on Germany

New product (Category IV) opportunity across FTAs for Chemicals

Values reported in USD MN										
Product Label	EPC	India's export to world	UAE	Australia	EFTA	UK	Oman	EU	NZ	All FTAs
Paints and varnishes	CAPEXIL	49.12		83.4 (4%)			24.9 (2%)			83.4 (6%)
Shampoos	CHEMEXCIL	47.18	140.6 (9%)	121.3 (2%)			25 (2%)		35.8 (2.0%)	322.7 (15%)
Disinfectants	CHEMEXCIL	47.01		81.7 (1%)						105.3 (4%)
Zinc oxide; zinc peroxide	CAPEXIL	44.40						519 (0%)		519 (0%)
Animal or vegetable fats	CAPEXIL	41.94			74.8 (0%)	296.6 (0%)		5603.8 (0%)		6050 (0%)
Organic surface-active products-skin wash	CHEMEXCIL	39.30	168.7 (2%)	151.4 (1%)					31.6 (0.5%)	369.3 (3.5%)
Ethylene glycol "ethanediol"	CHEMEXCIL	38.79		18 (2%)		59.4 (0%)	89.6 (0%)	1045.1 (0%)		1212.1 (2%)
Heterocyclic compounds with oxygen	CHEMEXCIL	34.69						1766.2 (0%)		1766.2 (0%)

Total import demand in those FTAs where the product fall under Category IV is taken as export opportunity for India
Row values indicate the nation's total imports from the world; bracketed figures show India's share of those imports. Values reported in USD MN

New Emerging opportunities across FTAs: Long Run focus products

 UAE	 Australia	 EFTA	 UK	 OMAN	 EU	 NZ	
• Glaziers Putty & Sealants • Titanium Dioxide Pigments (TiO₂) • Isocyanates (MDI/TDI) • Organic Surfactants & Cleaners • Skin & Hair Care Formulations	• Glaziers Putty & Sealants • Titanium Dioxide Pigments (TiO₂) • Organic Surfactants & Cleaners • Skin & Hair Care Formulations	• Skin & Hair Care Formulations • Ethylene & Propylene Glycols	• Modified Starches & Dextrins • Complex Lactams & N-Heterocycles • Glaziers Putty & Sealants • Titanium Dioxide Pigments (TiO₂) • Isocyanates (MDI/TDI) • Organic Surfactants & Cleaners • Skin & Hair Care	• Titanium Dioxide Pigments (TiO₂) • Ethylene & Propylene Glycols	• Ethylene & Propylene Glycols • Organic Surfactants & Cleaners • Isocyanates (MDI/TDI) • Titanium Dioxide Pigments (TiO₂) • Glaziers Putty & Sealants • Complex Lactams & N-Heterocycles	• Shampoo s • Organic skin products	
States with Production Potential							
Modified Starches & Dextrins	Complex Lactams & N-Heterocycles	Glaziers Putty & Sealants	Titanium Dioxide Pigments (TiO ₂)	Isocyanates (MDI/TDI)	Organic Surfactants & Cleaners	Skin & Hair Care Formulations	Ethylene & Propylene Glycols
Ahmedabad (GJ)	Hyderabad (TS), Pune	Valsad-Vapi (GJ), Thane	Thoothukudi (TN), Vizag	Bharuch (GJ), Raigad (MH)	Thane (MH), Bharuch (GJ)	Haridwar (UK), Baddi (HP)	Bharuch (GJ), Panipat (HR)

IDENTIFIED PRODUCTION CLUSTERS/STATES FOR FOCUS TARIFF LINES

Line ministry: Department of Chemicals & Petro Chemicals

EPC: CHEMEXCIL

Product	Major Production Clusters	Leading States
Insecticides / Fungicides	Ankleshwar-Vapi belt, Hyderabad pharma-chem cluster	Gujarat, Telangana, Maharashtra
Extracted oleoresins	Spice extraction clusters (Kochi, Erode, Guntur)	Kerala, Tamil Nadu, Andhra Pradesh
Beauty / make-up preparations	Mumbai cosmetic cluster, Baddi industrial area	Maharashtra, Himachal Pradesh, Uttarakhand
Mixtures of odoriferous substances	Kannauj perfume cluster, Mumbai aroma chemicals	Uttar Pradesh, Maharashtra, Gujarat
Fatty acids (oleochemicals)	Mumbai-Raigad, Kandla, Chennai	Maharashtra, Gujarat, Tamil Nadu
Carbon blacks & forms of carbon	Haldia petrochemical belt, Mundra	West Bengal, Gujarat, Maharashtra
Acyclic ethers & derivatives	Ankleshwar, Dahej chemical hubs	Gujarat, Maharashtra
Nitrogen heterocyclic compounds	Hyderabad bulk drug cluster, Vizag pharma zone	Telangana, Andhra Pradesh, Maharashtra
Ink (printing inks)	Ahmedabad, Mumbai printing chemical clusters	Gujarat, Maharashtra
Sulphonamides	Hyderabad pharma cluster, Ankleshwar	Telangana, Gujarat



■ Chemical Clusters in India

- Gujarat
- Kerala
- Uttar Pradesh
- Jharkhand
- Haryana
- Maharashtra
- Andhra Pradesh
- West Bengal

CHEMICAL CLUSTERS IN INDIA