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वाणिज्य एवं
उद्योग मंत्रालय
MINISTRY OF
COMMERCE
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सत्यमेव जयते

Organised by



CHEMEXCIL

Basic Chemicals, Cosmetics & Dyes
Export Promotion Council
(Set up by the Ministry of Commerce & Industry Government of India)



INDIA - USA
CHEMICAL
PARTNERSHIP SUMMIT

23 24 25 November 2026

Houston, Texas, **USA**

Building Export Momentum Strengthening American Supply Chain Resilience

25+

SESSIONS

2 DAYS

CONFERENCE

DAY 3

BUYER-SUPPLIER
MATCHMAKING

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Executive Summary

The Strategic Opportunity

A Summit at the Intersection of Indian Chemical Export Ambition & American Supply Chain Vulnerability

The United States chemical supply chain is at a structural inflection point. Decades of dependence on Chinese chemical manufacturers - spanning specialty chemicals, dye intermediates, agrochemicals, bulk drugs and drug intermediates, pigments, and performance chemicals - has been exposed as strategically untenable. The COVID-19 disruption, escalating US-China geopolitical tensions, the BIOSECURE Act, and new executive-level supply chain sovereignty mandates have created the most urgent chemical supply chain restructuring programme in American industrial history.

Simultaneously, India stands at the threshold of its most consequential decade in chemical export history. India's chemical industry - a \$220 billion sector and the world's sixth-largest - is actively investing in capacity expansion, process sophistication, environmental compliance, and quality systems to capture the supply diversification demand flowing out of China. India already supplies \$30+ billion in chemicals annually to global markets. The question is no longer whether India can compete - it is whether India can capture the US market opportunity at the scale and speed that American buyers require.

The CHEMEXCIL India-USA Chemical Supply Chain Summit creates the definitive platform for this convergence: bringing Indian chemical exporters and their American counterparts - procurement leaders, supply chain directors, formulators, distributors, & regulatory affairs executives - into structured, commercially productive engagement under the institutional leadership of CHEMEXCIL, the Government of India's premier chemical export promotion council.



India Chemical Sector Scale

\$220B industry · 6th largest globally 70,000+ chemicals produced \$30B+ annual exports 3,000+ REACH-registered companies World's largest dye & dye intermediate producer

US Supply Chain Vulnerability

60-70% specialty chemicals from China \$50B+ annual chemical imports at risk Zero-day supply disruption exposure Escalating tariff and geopolitical risk No qualified India-source supplier database

Summit Commercial Outcome

Structured buyer-supplier matchmaking RFQ/RFI initiations on Day 3 Regulatory & quality compliance briefings India capability showcase by sub-sector Long-term supply partnership facilitation

The Five Forces Converging to Create the India-USA Chemical Supply Moment

Any summit claiming to serve US chemical procurement and supply chain leaders in 2026 must be built around these five realities each of which creates direct, urgent demand for qualified Indian chemical supply:



US-China Trade Tensions & Tariff Escalation: The \$50 Billion Procurement Reset

Section 301 tariffs on Chinese chemicals — currently 25-100% on hundreds of chemical categories — have made Chinese-sourced specialty chemicals, intermediates, pigments, and performance chemicals materially more expensive. The Executive Orders targeting critical supply chain diversification have given American procurement leaders both the mandate and the CFO approval to qualify alternative suppliers. India, with no tariff surcharges and GSP-equivalent preferential access under negotiation, is the single most commercially ready alternative to China across the widest range of chemical categories.



IRA & CHIPS Act: Domestic Mfg Revival Demanding Allied-Nation Chemical Input Security

The Inflation Reduction Act's clean energy manufacturing provisions and the CHIPS and Science Act's semiconductor supply chain mandates are driving an unprecedented wave of US domestic manufacturing investment. These new manufacturing facilities — battery gigafactories, semiconductor fabs, clean energy component plants — require secure, qualified chemical supply chains for electrolytes, photoresists, specialty solvents, advanced coatings, and performance chemicals. India's chemical sector is strategically positioned to supply this green-manufacturing wave.



Pharma Supply Chain Sovereignty: Drug Intermediates & API - India's \$8B Export Opportunity

The BIOSECURE Act's restriction on Chinese CDMO relationships & the Executive Orders mandating US pharmaceutical supply chain sovereignty have created immediate, funded demand for Indian drug intermediates, active pharmaceutical ingredients, & bulk drug chemicals. India supplies 40% of US generic drug requirements but only a fraction of the chemical intermediates that feed API synthesis. India's chemical sector-particularly the Gujarat and Hyderabad chemical clusters — is uniquely positioned to supply the API intermediate chain that US biopharma companies are urgently de-risking away from China.



India's PLI Scheme & Chemical Cluster Investment: A Capacity Wave Ready for US Partnership

India's Production Linked Incentive (PLI) schemes for specialty chemicals, advanced chemistry cells, and pharma chemicals represent the largest government-backed chemical manufacturing expansion in Indian history. New greenfield chemical clusters in Gujarat (Dahej, Ankleshwar), Andhra Pradesh, Rajasthan, and Maharashtra are coming online with world-class infrastructure, effluent treatment compliance, and international quality certifications. American buyers who qualify Indian suppliers now will secure advantaged pricing and supply priority from a capacity wave that will be heavily contested in 24 months.



ESG & Green Chemistry: India's Sustainability Transition as a US Procurement Imperative

US corporate sustainability mandates, SEC climate disclosure rules, & Scope 3 emissions reporting reqs. are changing the criteria by which American companies evaluate chemical suppliers. India's chemical sec. is making significant investments in green chemistry, zero liquid-discharge mfg, renewable energy-powered facilities, & REACH/EPA compliance. Indian exporters with credible ESG credentials and 3rd-party verified sustainability data are increasingly preferred over Chinese alternatives where ESG transparency is ltd. CHEMEXCIL is actively certifying & bm. Indian exporters on sustainability metrics for the US market.

THREE-DAY SUMMIT PROGRAMME

23rd November 2026 **Day-1**

Theme: US–India Chemical Trade Architecture · Tariff Navigation · Supply Chain Resilience Strategy · India Capability Showcase

TIME	SESSION TITLE & CONTENT BRIEF
0830	Registration & Networking Coffee — Exhibition Area Open Preview Access
0850-0900	Welcome by CHEMEXCIL Chairman & US Co-Host — Setting the India–USA Chemical Partnership Agenda
0900-0940	Opening Keynote: The India–USA Chemical Partnership — Scale, Strategy & Opportunity Combines the original trade-architecture briefing with India's chemical-sector scale (\$220B industry, 6th-largest globally, \$30B+ exports): the tariff landscape and India advantage, CHEMEXCIL's export roadmap, and the cluster capability map.
0940-1020	Understanding US Regulatory Requirements: TSCA, EPA, FDA & REACH — What Applies to You A landscape briefing, not a deep-dive: which regime governs which chemical category, how US requirements differ from what Indian exporters already know from EU/domestic frameworks, and where jurisdiction overlaps (e.g., pharma intermediates falling under both TSCA and FDA).
1020-1040	Networking & Refreshments
1040-1120	Preparing Your Compliance Documentation & Audit Readiness The practical follow-through: SDS/GC-MS documentation, DMF filings, third-party facility audits, and the gaps that most often trip up Indian exporters at the compliance stage.
1120-1155	What US Buyers Expect From Supplying Partners — A Briefing Reliability and consistency of supply, communication and response-time norms, quoting conventions (INCOTERMS, payment terms), MOQ and scale-up expectations, and batch-to-batch quality consistency — the unwritten rules Indian exporters are otherwise left to learn the hard way.
1155-1240	Capability Showcase I — Organic, Basic & Regulated Chemicals Dyes, dye intermediates & pigments (16% of global dyestuff demand) · agrochemical technicals & intermediates · petrochemical & basic chemical derivatives · drug intermediates & bulk drug chemicals (60% of global bulk drug supply). Four original showcase segments presented back-to-back by sub-sector.
1240-1325	Networking Lunch
1325-1405	Capability Showcase II — Specialty, Performance & Emerging Chemicals Performance chemicals for coatings, adhesives & textiles · flavours, fragrances & aroma chemicals · electronic chemicals & semiconductor materials. Three original showcase segments consolidated into one block.
1405-1425	Networking & Refreshments
1425-1505	Moving Product and Money — Tariffs, Trade Finance & Logistics Section 301/HTS/GSP tariff navigation, EXIM Bank/ECGC/LC trade-finance tools, and port-to-plant logistics (JNPT, Mundra, Hazira; transit benchmarks; customs) — the practical mechanics of shipping and getting paid.
1505-1550	Panel: What US Buyers Want — Sourcing, Contracts & Long-Term Partnerships Merges the original “what works, what doesn't” buyer panel with the contracts/IP/relationship-architecture panel. Deliberately interactive and practitioner-led — the live Q&A companion to the earlier briefing, with real buyers and suppliers comparing notes.
1550-1610	Networking & Refreshments
1610-1640	ESG & Sustainability — The Compliance Credentials US Buyers Now Require ZLD manufacturing, GreenCo/ECBC, Scope 3 reporting, and CHEMEXCIL's sustainability certification programme.
1640-1710	CHEMEXCIL Export Support & Matchmaking Orientation MDA scheme, reverse buyer visits and US market-entry support, followed by a briefing on how the two-day matchmaking programme (Days 2–3) will run — zones, schedules and the outcome-card process.
1710-1730	Day 1 Synthesis & Open-Floor Q & A A short, deliberately open slot before matchmaking begins — delegates can raise anything unresolved from the day's sessions directly with CHEMEXCIL and panel speakers
1700	End of Day 1 — Cocktail Reception - Exhibition area open; formal networking with the CHEMEXCIL member delegation.

Matchmaking Zones	ZONE A	Matchmaking Zones	ZONE B	Matchmaking Zones	ZONE C
	Organic Chemicals: dyes, dye intermediates & pigments · agrochemical technicals & intermediates · petrochemical derivatives & aromatics · Basic organic chemicals & solvents Specialty monomers & polymer intermediates		Performance & Specialty: Performance chemicals for coatings & adhesives · flavours, fragrances & aroma chemicals · textile auxiliaries & finishing chemicals · electronic chemicals & semiconductor materials · surfactants, emulsifiers & specialty additives		Regulated & Pharma-Grade: Bulk drug chemicals & API intermediates · pharma-grade excipients (cGMP) · laboratory & analytical-grade chemicals · clinical supply & controlled substances · FDA DMF-supported drug substance precursors

THREE-DAY SUMMIT PROGRAMME

24th November 2026 **Day-2**

TIME	SESSION
0800-0830	Registration - Day 2 Registration, Schedule Collection & Zone Orientation.
0830-0845	Welcome & Day 2 Briefing Meeting format, NDA/confidentiality framework, & the outcome-card process.
0845-0915	US Buyer Briefing How to assess Indian suppliers in 30 minutes — quality systems, compliance, capacity verification.
0915-0945	Match Round 1 Pre-scheduled 30-minute meetings-Zones A,B &C.
0945-1015	Match Round 2 Pre-scheduled meetings — all zones.
1015-1030	Break - Coffee — open zone networking.
1030-1100	Match Round 3 Pre-scheduled meetings + facilitator-arranged ad-hoc introductions.
1100-1130	Match Round 4 Pre-scheduled + ad-hoc meetings.
1130-1215	Working Lunch Sector networking tables - Pharma · Agro · Coatings · Electronics · F&F.
1215-1245	Match Round 5
1245-1315	Match Round 6
1315-1345	Refreshments - ad-hoc introduction Window.
1345-1415	Match Round 7
1415-1530	Advisory Clinics Five parallel clinics: Regulatory Compliance · Trade Finance · Logistics & Customs · Contract & IP · ESG & Sustainability.
1530-1600	Day 2 Wrap-Up
1600	Close — Networking Reception

THREE-DAY SUMMIT PROGRAMME

25th November 2026 **Day-3**

TIME	SESSION
0830-0845	Day 3 Briefing What's new today — overnight-generated matches and follow-up priorities carried over from Day 2.
0845-0915	Match Round 8 New matches — second-tier algorithmic pairings not scheduled on Day 2.
0915-0945	Match Round 9 New matches — all zones.
0945-1015	Match Round 10 Follow-up meetings for high-interest Day 2 pairs, plus new matches.
1015-1030	Break
1030-1100	Match Round 11 Pre-scheduled + ad-hoc meetings.
1100-1130	Match Round 12 Pre-scheduled + ad-hoc meetings.
1130-1215	Working Lunch Continued sector networking tables.
1215-1245	Match Round 13 Pre-scheduled meetings — all zones.
1245-1315	Match Round 14 Optional/overflow — extended meetings for strong-interest pairs.
1315-1345	Break - Final ad-hoc introduction window.
1345-1500	Advisory Clinics — Round 2 Repeat clinics for delegates who missed Day 2, plus deal-structuring drop-ins for pairs ready to move to RFQ.
1500-1530	Closing Plenary & Commitments Board RFQ/RFI announcements, preferred-supplier shortlists, new client-relationship announcements, CHEMEXCIL closing remarks.
1530-1600	Formal Close CHEMEXCIL farewell reception; India Trade Gateway platform access activated.



WHY INDIAN CHEMICAL EXPORTERS MUST ATTEND

- ✓ The US Market Demands Indian Chemistry — But Doesn't Know Your Company Yet US procurement teams are under active instruction from their CPOs and Boards to qualify India alternatives to Chinese suppliers. The demand is funded and urgent. But Indian exporters face a market entry challenge: US buyers don't know which Indian companies have US-compliant capabilities. CHEMEXCIL's institutional leadership and the Summit's pre-qualification framework solve this market visibility problem — positioning your company in front of pre-motivated US buyers.
- ✓ CHEMEXCIL Institutional Endorsement as Your US Market Credential Participating as a CHEMEXCIL-sponsored exhibitor and Day 3 meeting participant carries the institutional credibility of India's premier chemical export promotion council — a Government of India body under the Ministry of Commerce. For US buyers unfamiliar with Indian suppliers, CHEMEXCIL endorsement significantly reduces perceived counterparty risk and accelerates qualification decisions.
- ✓ Day 3 Matchmaking: 7 Pre-Qualified US Buyer Meetings in One Day For an Indian chemical exporter, a single day of pre-qualified, pre-scheduled meetings with US chemical buyers in your specific product category is worth more than a year of cold outreach. Every US buyer who sits across from you on Day 3 has already declared interest in your product category and is actively seeking to qualify new India suppliers. This is the highest-quality sales access available in the US chemical market.
- ✓ Regulatory and Compliance Guidance to Accelerate US Market Entry Day 2's regulatory masterclasses and Day 3's advisory clinics provide Indian exporters with the specific TSCA, EPA, FIFRA, and FDA compliance roadmap for the US market — delivered by US-licensed regulatory specialists. For exporters who have been deterred by US regulatory complexity, this Summit provides the definitive roadmap to compliance and market access.

INDIA TRADE GATEWAY PLATFORM: HOW THE MATCHMAKING WORKS

STEP-1 PRE-REGISTRATION PROFILING 8 Weeks Before US Buyers: Share chemical categories/HS codes, annual volume, certifications (ISO/cGMP/EPA), delivery terms, current sourcing and switching reason, qualification timeline, and technical specs. Indian Exporters: Share exported products/HS codes, US compliance (TSCA/EPA/FDA DMF), export capacity & MOQ, US references (if allowed), and US market commitments.	STEP-2 ALGORITHMIC PRE-MATCHING 5 Weeks Before The India Trade Gateway platform generates a match score for every US buyer–Indian exporter pair based on: product category alignment (40%), quality certification match (30%), volume tier compatibility (20%), and geographic/logistics preference (10%). Top 6–10 matches per US buyer are proposed as their Day 3 schedule. Both parties review proposed meetings online and can request additions, removals, or swaps within 7 days.	STEP-3 PRE-MEETING INTELLIGENCE PACKAGE 3 Weeks Before Each participant receives a pre-meeting intelligence package for every confirmed meeting: CHEMEXCIL-verified exporter profile (certifications, export history, US compliance status, audited financials summary); technical product data sheets; SDS documents in GHS-US format; reference customer list (where permitted); and a structured capability matrix scorecard for the US buyer to use during the meeting.
STEP-4 NDA & CONFIDENTIALITY FRAMEWORK 3 Weeks Before Day 3 operates under a CHEMEXCIL-administered mutual NDA framework agreed by all participants at registration. This enables frank discussion of sourcing volumes, customer programmes, formulation details, and pricing without creating competitive disclosure risk. Specific customer identities & confidential formulation details are shared only if both parties indicate willingness on their pre-event profile.	STEP-5 DAY 3 MEETINGS Meeting Format 30-minute private meetings in dedicated rooms organised by chemical sector zone. Meeting framework: 5 min — Indian exporter capability overview (using pre-sent capability matrix); 10 min — US buyer requirement brief and current sourcing gap; 10 min — Q&A and product-to-requirement matching; 5 min — next steps agreement and outcome card completion. Both parties complete an outcome card immediately after each meeting.	STEP-6 POST-MEETING FOLLOW-UP 30/90 Days Post High-interest pairs receive CHEMEXCIL follow-up within 48 hrs after Day 3. India Trade Gateway tracks RFQs, sample shipments, CoA exchanges, site visits, and trial orders for 90 days. CHEMEXCIL also supports active pairs with regulatory guidance, logistics, and trade finance assistance.

WHY US CHEMICAL PROCUREMENT LEADERS MUST ATTEND

- China Supply Chain De-Risking Intelligence You Cannot Afford to Miss Section 301 tariff escalation and geopolitical risk have made China-concentration a Board-level supply risk issue. But most US procurement teams lack a qualified, verified India supplier database to accelerate diversification. The Summit provides three days of structured access to CHEMEXCIL-vetted Indian suppliers with confirmed US compliance capabilities — compressing what would otherwise be 6–12 months of RFI and supplier discovery activity into a single event.
- Tariff Navigation Expertise Worth More Than Your Registration Fee The tariff differential between Chinese-sourced and India-sourced specialty chemicals is currently 25–100% across hundreds of HTS codes. The regulatory and trade finance sessions at this Summit provide the specific knowledge to immediately capture this tariff arbitrage — from HTS classification strategy to duty drawback to EXIM Bank buyer credit utilisation.
- Direct, Pre-Qualified Access to CHEMEXCIL Member Exporters CHEMEXCIL's 2,000+ member companies represent India's most export-oriented chemical manufacturers — already ISO/EPA/TSCA certified, already exporting to European and Asian markets, and actively seeking US customers. Day 3 matchmaking provides pre-qualified, pre-scheduled access to the right suppliers in your specific chemical sub-sector — without the noise of a generic trade show.
- Regulatory Compliance Masterclasses That Remove the India Sourcing Barrier The most cited reason US procurement teams do not source from India is regulatory uncertainty — TSCA compliance gaps, SDS quality concerns, and FDA cGMP status ambiguity for pharma-grade chemicals. Day 2's regulatory masterclasses, delivered by US-licensed regulatory specialists, resolve these barriers with specific, actionable guidance.
- The India–USA Chemical Trade Leadership Network The Summit attracts VP and C-Suite supply chain leaders from US chemical companies, pharma manufacturers, agricultural chemical formulators, coatings producers, and electronics manufacturers — alongside CHEMEXCIL's senior member delegation. The structured networking — cocktail reception, sector lunch tables, and Day 3 zone networking — creates the peer relationships that matter when a supply disruption hits and you need a trusted India supply contact at 6am.

ATTENDEE PROFILES

From US Chemical Buyers, Formulators & Manufacturers

VP / Director, Global Procurement & Strategic Sourcing VP Supply Chain / Head of Supply Chain Operations Director, Chemical Purchasing & Raw Materials Head of Technical Procurement / Category Manager (Chemicals) VP / Director, Regulatory Affairs (Chemical) Director, Quality Assurance & Supplier Quality VP, Operations / Manufacturing (Chemical & Pharma) Director, International Trade Compliance CFO / VP Finance (chemical SMEs evaluating India sourcing) CEO/Founder (specialty chemical distributors)

From Indian Chemical Exporters & Institutional Partners

CMD / MD of CHEMEXCIL member exporter companies VP / Director, International Sales & Export Development Head of US Business Development Director, Quality & Regulatory Affairs (US compliance) Head of Logistics & International Trade Senior Officials — CHEMEXCIL, FICCI, CII, EEPC Commercial Attaché & Trade Officials — Indian Consulate, Houston Representatives — DGFT, Ministry of Commerce US-India Business Council (USIBC) representatives Trade Finance & EXIM Bank officials

For Seller Enquiries (India)

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