

EXPORT OPPORTUNITIES FROM GUJARAT TO FOCUS MARKET



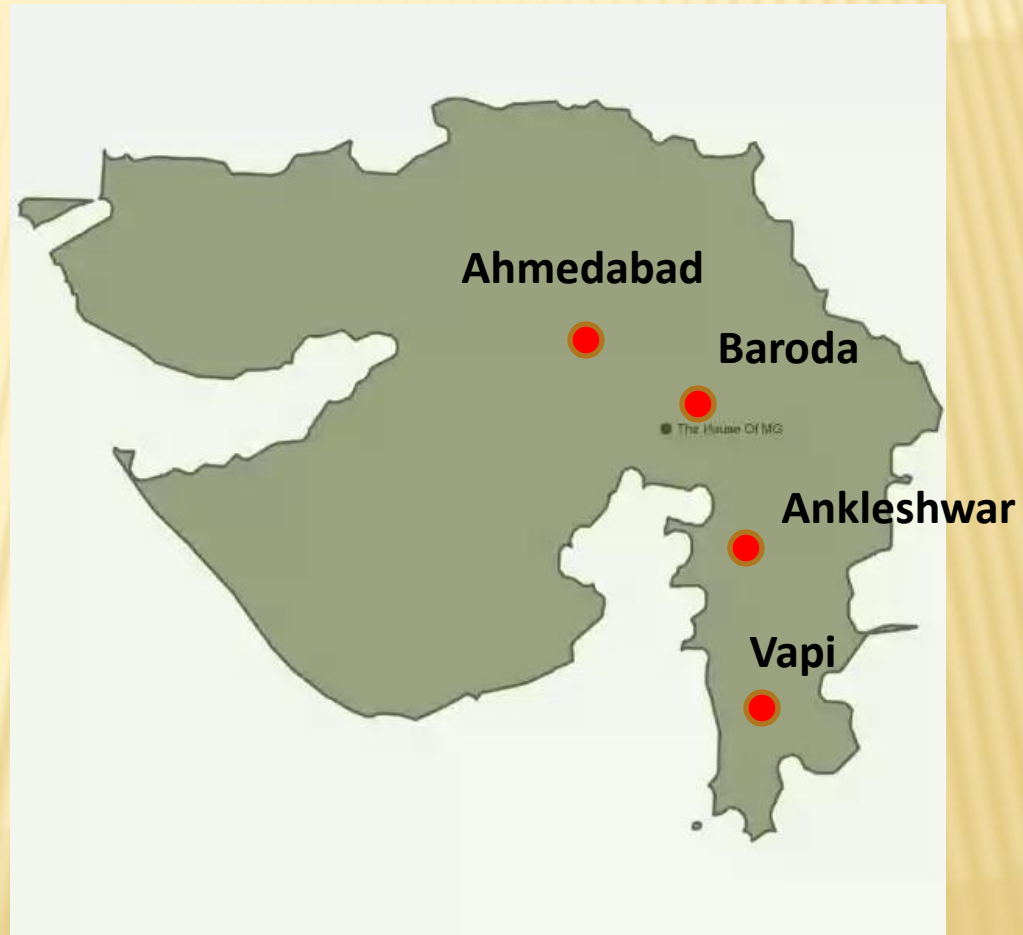
SATISH WAGH

CHAIRMAN

CHEMEXCIL

MAJOR CHEMICAL CLUSTERS IN GUJARAT

- ✘ Ahmedabad
- ✘ Ankleshwar
- ✘ Baroda
- ✘ Vapi



MAJOR CHEMICAL SECTORS IN CHEMICAL CLUSTERS OF GUJARAT

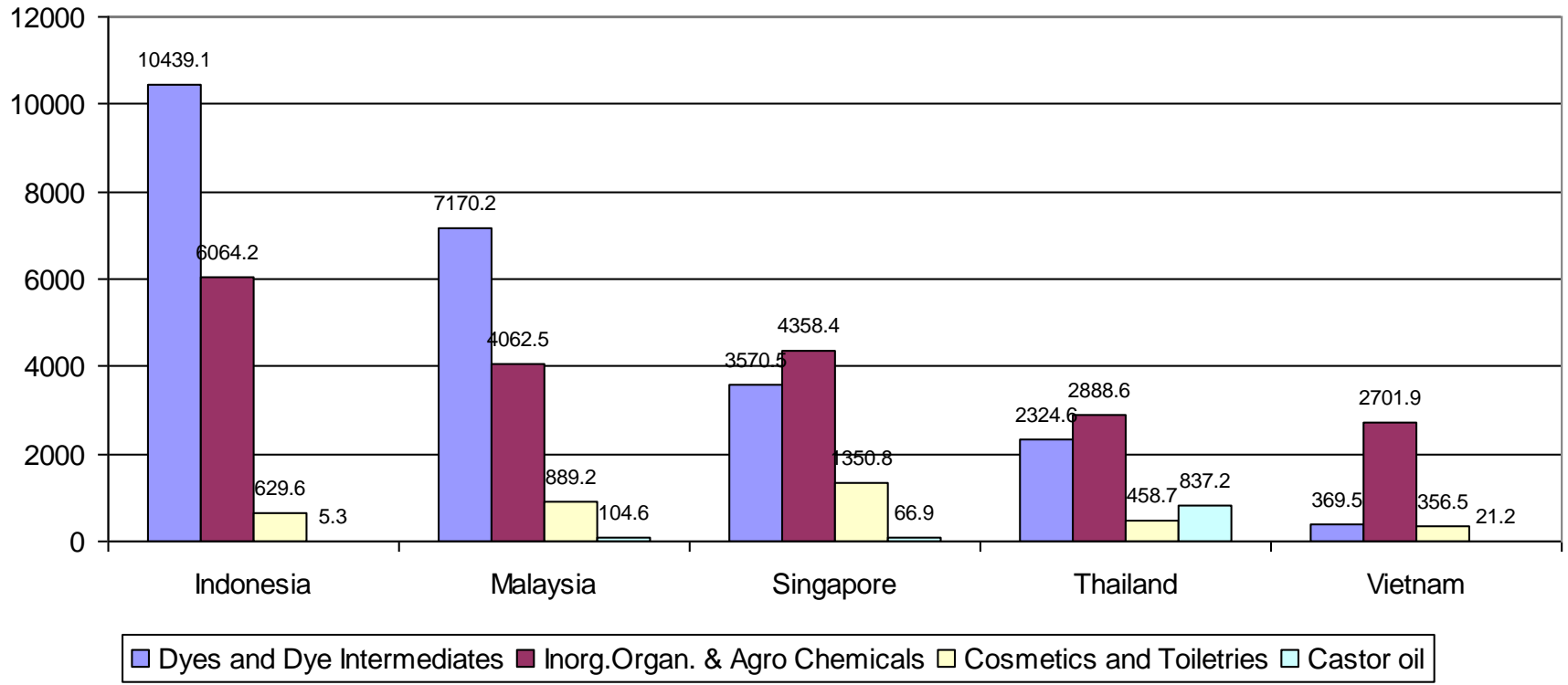
- ✘ Dyes and Dye Intermediate
- ✘ Oil and Petrochemicals
- ✘ Organic and Inorganic Chemicals
- ✘ Cosmetics and Toiletries
- ✘ Drugs and Pharmaceuticals

STRATEGIES FOR FOCUS COUNTRIES

To explore these newer markets and to know the exact opportunities existing in these regions Chemexcil has already drawn the Strategies for Focus Countries viz.

- + Focus ASEAN
- + Focus Africa
- + Focus CIS (Common Wealth Independent States)
- + Focus LAC (Latin American Countries)
- + Focus WANA.T

Export to ASEAN region for the year 2009-2010

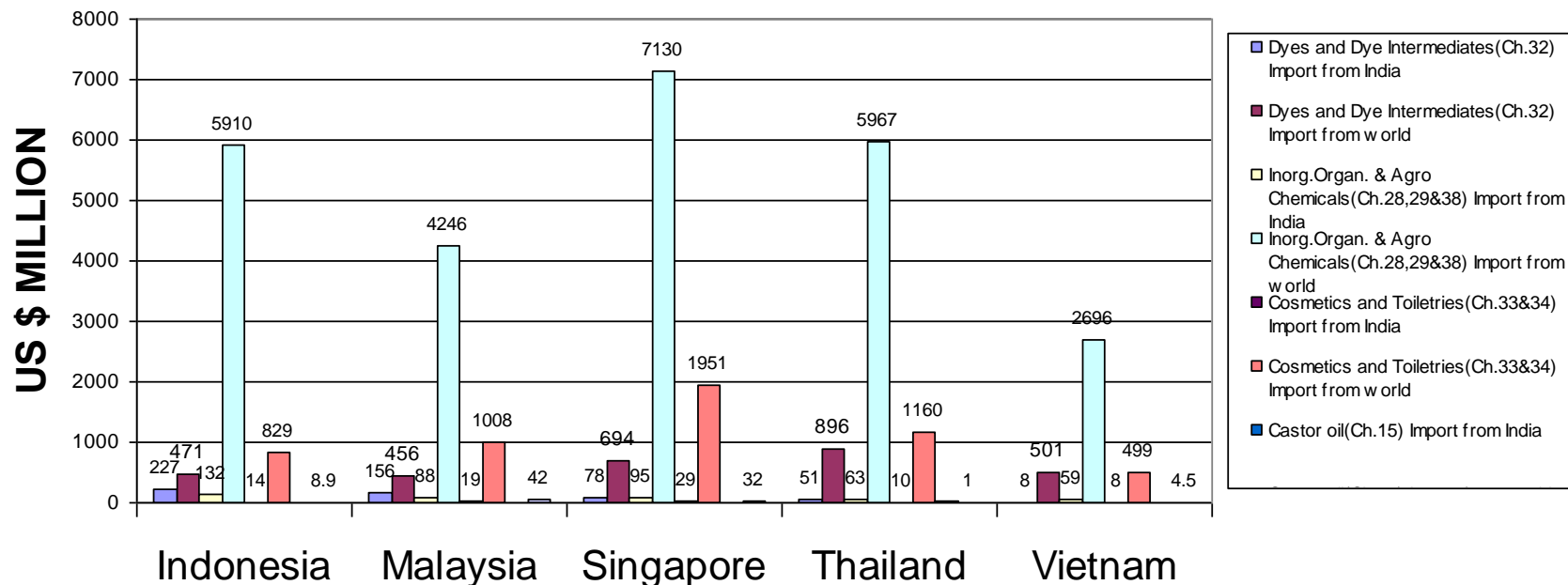


(Rs. in million)

Country	Dyes and Dye Intermediates	Inorg.Organ. & Agro Chemicals	Cosmetics and Toiletries	Castor oil
Indonesia	10439.1	6064.2	629.6	5.3
Malaysia	7170.2	4062.5	889.2	104.6
Singapore	3570.5	4358.4	1350.8	66.9
Thailand	2324.6	2888.6	458.7	837.2
Vietnam	369.5	2701.9	356.5	21.2



PRODUCT WISE STATUS OF ASEAN IMPORTS VIS A VIS INDIA'S EXPORTS



(US\$ in
Million)

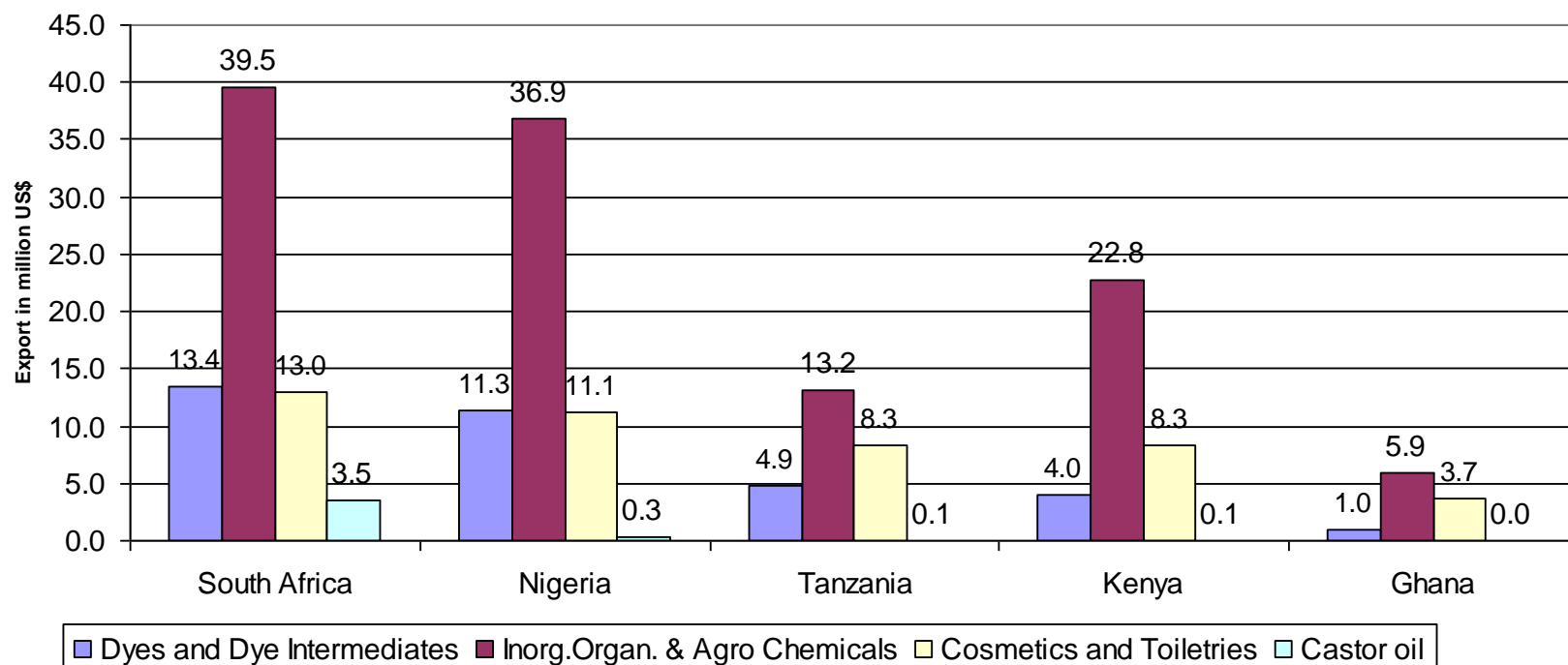
	Dyes and Dye Intermediates(Ch.32)		Inorg.Organ. & Agro Chemicals(Ch.28,29&38)		Cosmetics and Toiletries(Ch.33&34)		Castor oil(Ch.15)	
	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world
Indonesia	227	471	132	5910	14	829	0.1	8.9
Malaysia	156	456	88	4246	19	1008	2.3	42
Singapore	78	694	95	7130	29	1951	1.5	32
Thailand	51	896	63	5967	10	1160	18.2	1
Vietnam	8	501	59	2696	8	499	0.5	4.5

Focus ASEAN:-India's Competitors Countries



	Dyes and Dye Intermediates (Ch.32)	Organic & Inorganic & Agro Chemicals (Ch.28,29 &38)	Cosmetics and Toiletries (Ch. 33 & 34)	Castor oil (Ch. 15)
Country				
Indonesia	China Japan Singapore Germany India	China Australia USA Japan Korea Rep.	USA Japan Singapore Germany China	Malaysia Singapore Australia China Japan
Malaysia	USA Japan China Singapore Germany	Singapore China USA India Indonesia	Indonesia Singapore Japan Thailand USA	Indonesia Argentina Thailand India Canada
Singapore	USA Japan Malaysia Germany China	USA Saudi Arabia China Malaysia Japan	Japan USA Malaysia Germany China	Malaysia USA China Indonesia Australia
Thailand	Japan China USA Germany Taipai-Chinese	Japan China Singapore Korea Rep. USA	Japan USA Australia Germany Malaysia	Malaysia Indonesia India Singapore USA
Vietnam	China Taipai- Chinese Korean Rep. Singapore Japan	China Japan Korea Rep. Taipai – Chinese Thailand	Thailand China Taipai- Chinese Malaysia Singapore	Malaysia Indonesia USA Thailand Brazil

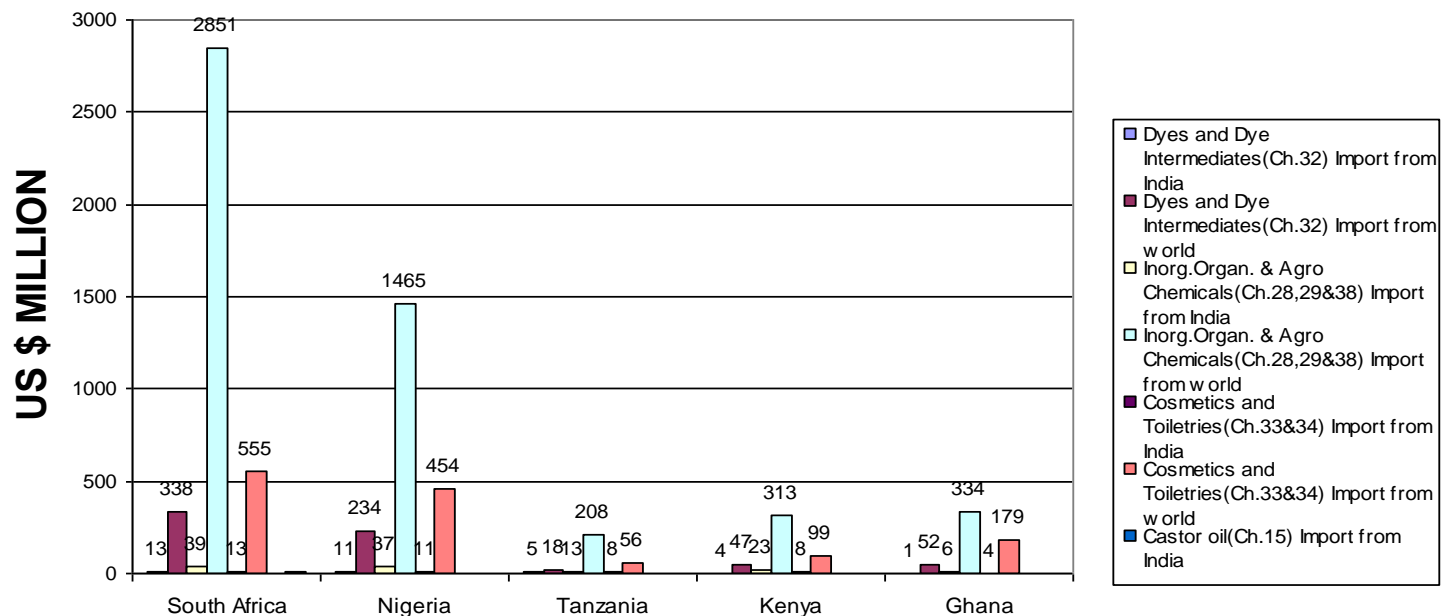
EXPORT TO AFRICA REGION FOR THE YEAR 2009-2010



(US\$ in Million)

	Dyes and Dye Intermediates	Inorg.Organ. & Agro Chemicals	Cosmetics and Toiletries	Castor oil
South Africa	13.4	39.5	13.0	3.5
Nigeria	11.3	36.9	11.1	0.3
Tanzania	4.9	13.2	8.3	0.1
Kenya	4.0	22.8	8.3	0.1
Ghana	1.0	5.9	3.7	0.0

PRODUCT WISE STATUS OF FOCUS AFRICAN IMPORTS VIS A VIS INDIA'S EXPORTS



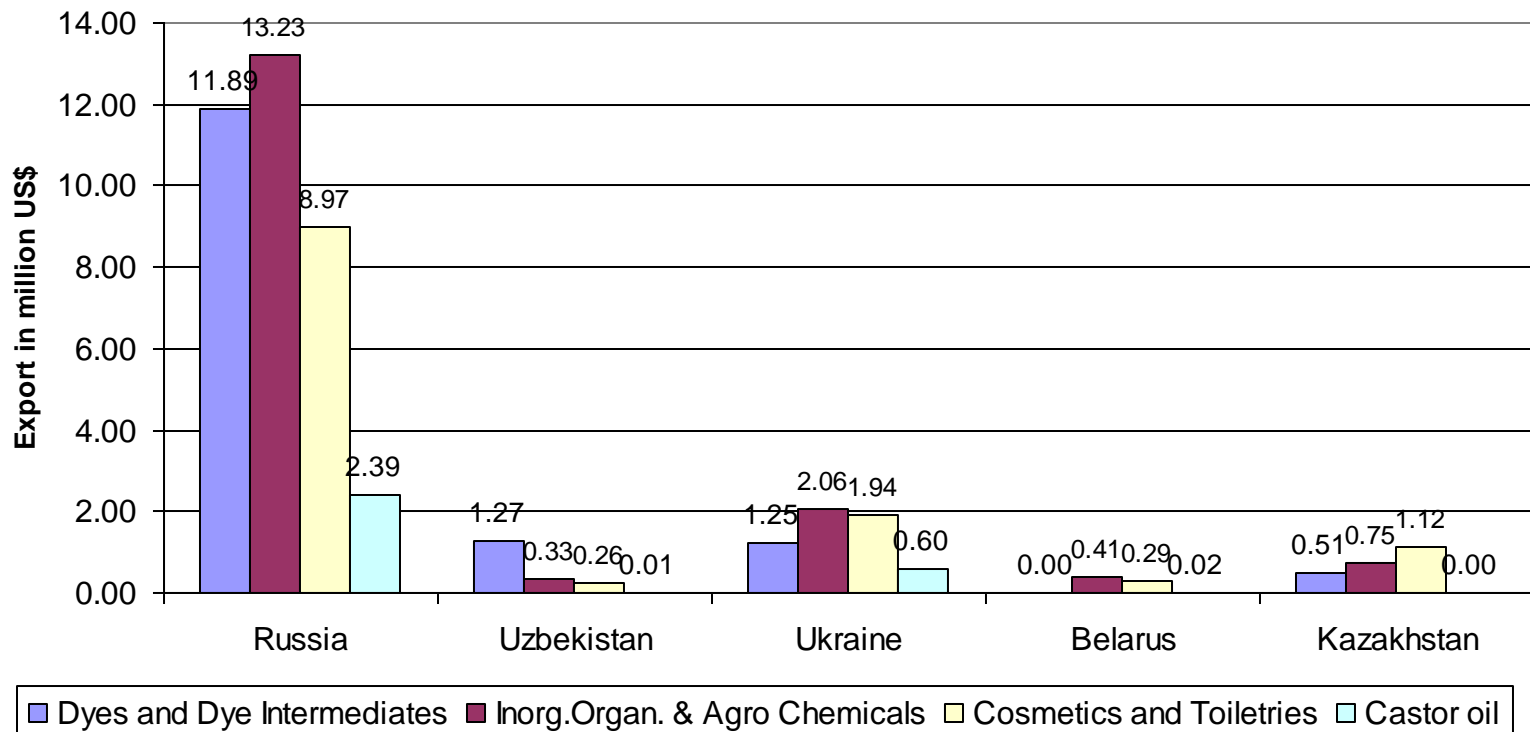
(US\$ in Million)

	Dyes and Dye Intermediates(Ch.32)		Inorg.Organ. & Agro Chemicals(Ch.28,29&38)		Cosmetics and Toiletries(Ch.33&34)		Castor oil(Ch.15)	
	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world
South Africa	13	338	39	2851	13	555	3.5	5.5
Nigeria	11	234	37	1465	11	454	0.3	0.7
Tanzania	5	18	13	208	8	56	0.1	1.9
Kenya	4	47	23	313	8	99	0.1	2.9
Ghana	1	52	6	334	4	179	0.0	0.5

Focus Africa:-India's Competitors Countries

	Dyes and Dye Intermediates (Ch.32)	Organic & Inorganic & Agro Chemicals (Ch.28,29 &38)	Cosmetics and Toiletries (Ch. 33 & 34)	Castor oil (Ch. 15)
Country				
South Africa	Germany UK Japan China USA	Australia China Germany USA India	Germany USA UK China France	Malaysia Argentina Indonesia Brazil Netherlands
Nigeria	China India Japan Belgium Antigua	Hong Kong Albania China Belgium France	China UK Afghanistan Brazil Belgium	Australia India Antigua Brazil China
Tanzania	India UAE South Africa Netherlands Belgium	China Australia India Kenya South Africa	Kenya South Africa Indonesia India Australia	Indonesia Malaysia Argentina Kenya Singapore
Kenya	India South Africa Germany Switzerland France	China India South Africa Israel Jordan	Egypt South Africa Germany India Malaysia	Indonesia Singapore Malaysia USA Italy
Ghana	Cote D'Ivoire UK South Africa Brazil China	China USA Sweden Belgium South Africa	Indonesia China Cote D'Ivoire South Africa UK	Malaysia Indonesia Netherlands Singapore Cote D'Ivoire

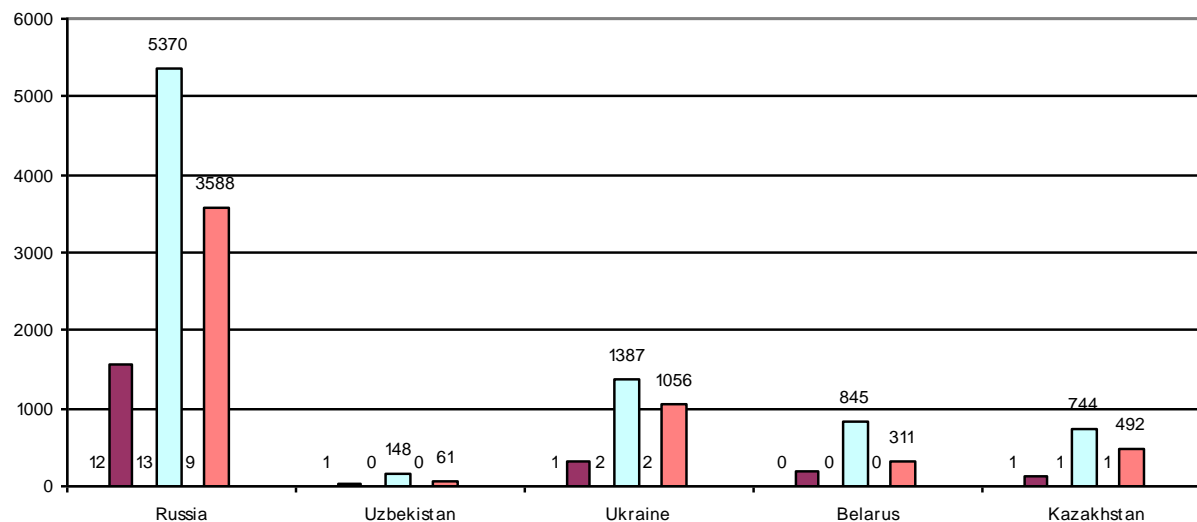
Export to CIS region for the year 2009-2010



(US\$ in million)

Country	Dyes and Dye Intermediates	Inorg.Organ. & Agro Chemicals	Cosmetics and Toiletries	Castor oil
Russia	11.89	13.23	8.97	2.39
Uzbekistan	1.27	0.33	0.26	0.01
Ukraine	1.25	2.06	1.94	0.60
Belarus	0.00	0.41	0.29	0.02
Kazakhstan	0.51	0.75	1.12	0.00

PRODUCT WISE STATUS OF CIS IMPORTS VIS A VIS INDIA'S EXPORTS



- Dyes and Dye Intermediates(Ch.32) Import from India
- Dyes and Dye Intermediates(Ch.32) Import from world
- Inorg.Organ. & Agro Chemicals(Ch.28,29&38) Import from India
- Inorg.Organ. & Agro Chemicals(Ch.28,29&38) Import from world
- Cosmetics and Toiletries(Ch.33&34) Import from India
- Cosmetics and Toiletries(Ch.33&34) Import from world
- Castor oil(Ch.15) Import from India

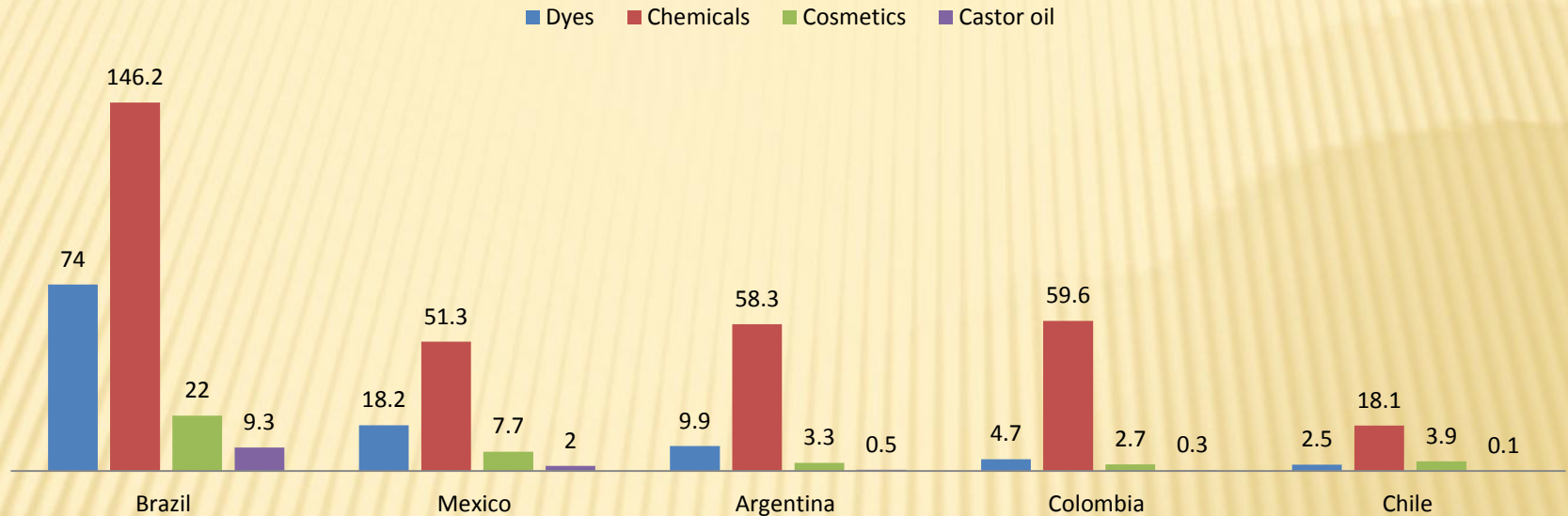
(US\$ in Million)

	Dyes and Dye Intermediates(Ch.32)		Inorg.Organ. & Agro Chemicals(Ch.28,29&38)		Cosmetics and Toiletries(Ch.33&34)		Castor oil(Ch.15)	
	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world
Russia	12	1559	13	5370	9	3588	2	7
Uzbekistan	1	47	0	148	0	61	0	0.4
Ukraine	1	321	2	1387	2	1056	1	1
Belarus	0	202	0	845	0	311	0	2
Kazakhstan	1	136	1	744	1	492	0	1

Focus CIS:-India's Competitor Countries

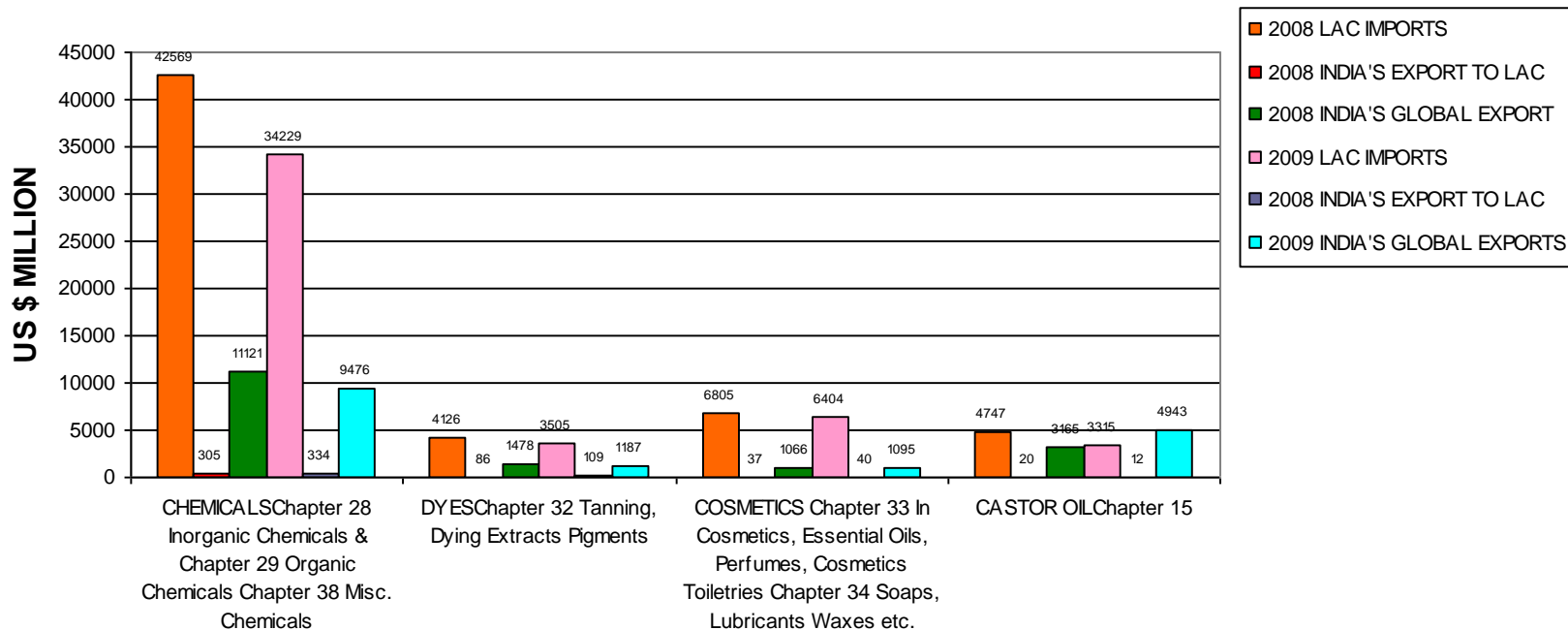
Country	Dyes and Dye Intermediates (Ch.32)	Organic & Inorganic & Agro Chemicals (Ch.28,29 &38)	Cosmetics and Toiletries (Ch. 33 & 34)	Castor oil (Ch. 15)
Russia	Germany Finland Sweden Poland Italy	Kazakhstan Ukraine Australia France China	Germany Finland USA UK Belgium	Malaysia Indonesia Ukraine Netherland Denmark
Ukraine	Germany Poland Turkey Italy UK	Russia China Germany India Poland	Russia Poland Latvia Germany USA	Indonesia Malaysia Sweden Netherland Russia
Uzbekistan	Korea Rep. Turkey Switzerland Ukraine Russia	Russia China Kazakhstan Germany Korea Rep.	China Russia Turkey Germany Poland	Russia Malaysia Ukraine Kazakhstan Turkey
Belarus	Germany Russia Poland Italy Lithuania	Russia China Germany Korean Rep. Belgium	Russia Germany Poland Ukraine UK	Russia Ukraine Germany Denmark Moldova Rep.
Kazakhstan	Russia Germany Turkey China Sweden	Russia China Germany USA Canada	Russia Turkey Poland Germany Ukraine	Russia Ukraine Malaysia Singapore Kyrgyzstan

Top5-LAC export statistics for the year 2009-2010



Countries	Dyes	Chemicals	Cosmetics	Castor oil
	2009-2010	2009-2010	2009-2010	2009-2010
Brazil	74	146.2	22	9.3
Mexico	18.2	51.3	7.7	2
Argentina	9.9	58.3	3.3	0.5
Colombia	4.7	59.6	2.7	0.3
Chile	2.5	18.1	3.9	0.1
Total	109.3	333.5	39.6	12.2

Product Wise Status of LAC Imports Vis A Vis India's Exports

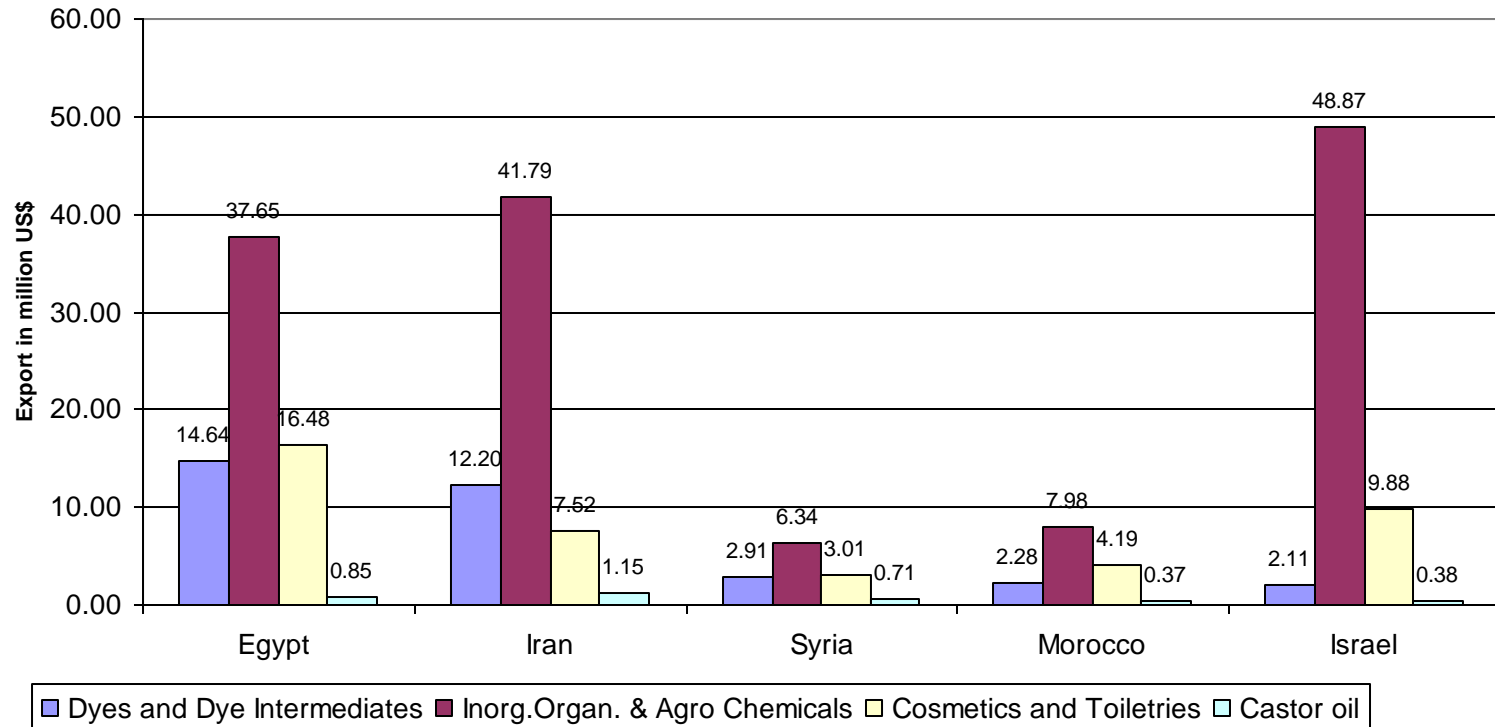


	CHEMICALS Chapter 28 Inorganic Chemicals & Chapter 29 Organic Chemicals Chapter 38 Misc. Chemicals	DYES Chapter 32 Tanning, Dying Extracts Pigments	COSMETICS Chapter 33 In Cosmetics, Essential Oils, Perfumes, Cosmetics Toiletries Chapter 34 Soaps, Lubricants Waxes etc.	CASTOR OIL Chapter 15
2008 LAC IMPORTS	42569	4126	6805	4747
2008 INDIA'S EXPORT TO LAC	305	86	37	20
2008 INDIA'S GLOBAL EXPORT	11121	1478	1066	3165
2009 LAC IMPORTS	34229	3505	6404	3315
2008 INDIA'S EXPORT TO LAC	334	109	40	12
2009 INDIA'S GLOBAL EXPORTS	9476	1187	1095	4943

Focus LAC:-India's Competitors Countries

	Dyes and Dye Intermediates (Ch. 32)	Organic & Inorganic & Agro Chemicals (Ch.28,29 & 38)	Cosmetics & Toiletries (Ch.33 & 34)	Castor Oil (Ch. 15)
Brazil	U.S.A. Germany China Mexico India	U.S.A. China Germany Argentina Spain	U.S.A. Germany Uruguay France Mexico	Indonesia Portugal Malaysia Argentina Uruguay
Mexico	USA China Germany Japan France	USA China Germany Ireland India	USA Germany Brazil Canada UK	USA Costa Rica Guatemala Colombia Honduras
Argentina	USA Brazil Germany China Spain	China USA Brazil India Germany	Brazil USA Germany Uruguay UK	Malaysia Uruguay Denmark Brazil Ecuador
Colombia	USA Germany Mexico China Spain	USA China Brazil Germany Mexico	USA Mexico Germany Brazil Ecuador	Bolivia Argentina Ecuador USA Brazil
Chile	USA France Germany Brazil Argentina	USA Peru Venezuela China Japan	Argentina USA Brazil Germany China	Argentina Peru Ecuador Columbia USA

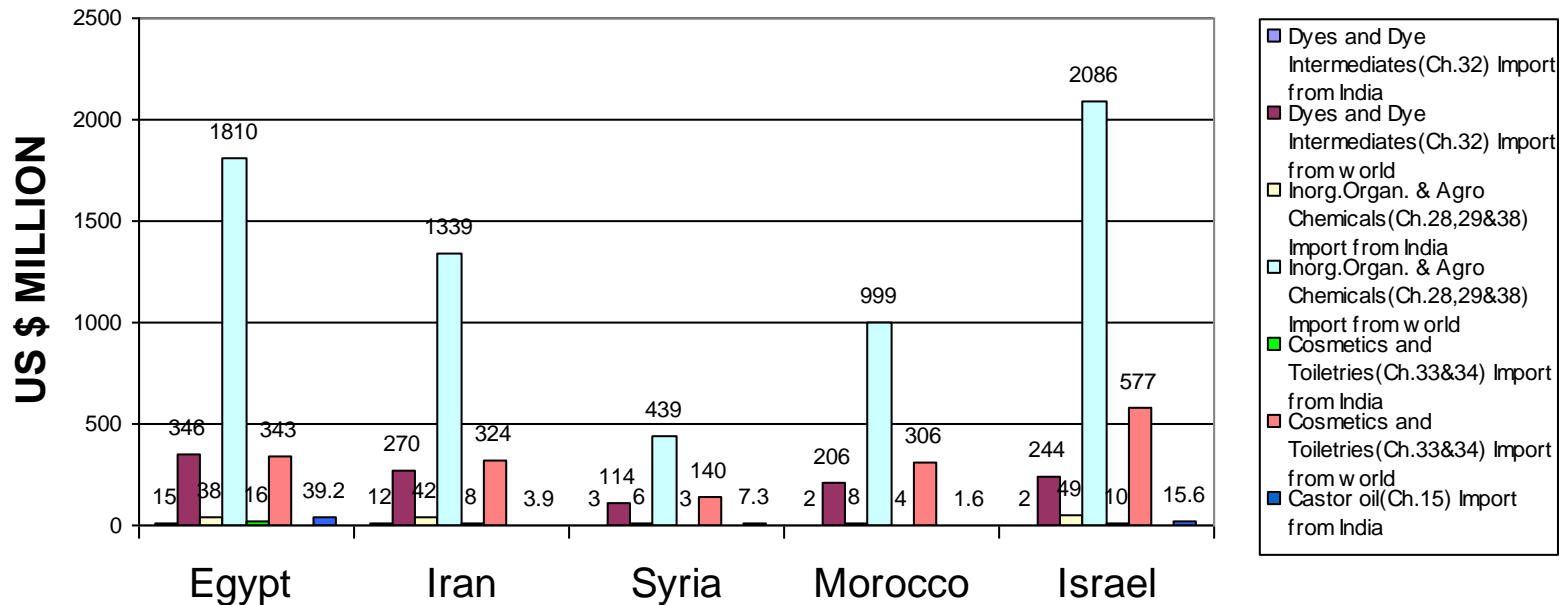
EXPORT TO WANA REGION FOR THE YEAR 2009-2010



(US\$ in million)

Country	Dyes and Dye Intermediates	Inorg.Organ. & Agro Chemicals	Cosmetics and Toiletries	Castor oil
Egypt	14.64	37.65	16.48	0.85
Iran	12.20	41.79	7.52	1.15
Syria	2.91	6.34	3.01	0.71
Morocco	2.28	7.98	4.19	0.37
Israel	2.11	48.87	9.88	0.38

PRODUCT WISE STATUS OF WANA IMPORTS VIS A VIS INDIA'S EXPORTS



(US\$ in Million)

	Dyes and Dye Intermediates(Ch.32)		Inorg.Organ. & Agro Chemicals(Ch.28,29&38)		Cosmetics and Toiletries(Ch.33&34)		Castor oil(Ch.15)	
	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world	Import from India	Import from world
Egypt	15	346	38	1810	16	343	0.8	39.2
Iran	12	270	42	1339	8	324	1.1	3.9
Syria	3	114	6	439	3	140	0.7	7.3
Morocco	2	206	8	999	4	306	0.4	1.6
Israel	2	244	49	2086	10	577	0.4	15.6

Focus WANA:-India's Competitor Countries

	Dyes & Dye Intermediates (Ch.32)	Organic & Inorganic & Agro Chemicals (Ch.28,29 & 38)	Cosmetics and Toiletries (Ch. 33 & 34)	Castor Oil (Ch. No.15)
Egypt	Spain	China	France	Turkey
Iran	China	Tunisia	Germany	Russia
Syria	Italy	Turkey	Ireland	Ukraine
Morocco	Turkey	Romania	Spain	Malaysia
Israel	Germany	Russia	Switzerland	Oman

Thank you
