PRARAMBH

An Export Import Trade Magazine

Exporting Castor Oil & Derivatives



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Forward

As 2025 draws to a close, India's growth story stands strong, confident, and globally relevant. December 2025 reflects a year marked by economic resilience, structural reforms, and expanding global engagement—positioning India as a key driver in the world economy.

India's GDP momentum continues to be supported by robust domestic consumption, infrastructure-led capital expenditure, and a steady revival in private investment. Manufacturing remains a major growth pillar, with sectors such as electronics, engineering goods, chemicals, auto components, and renewable energy gaining global competitiveness under Make in India and PLI initiatives. MSMEs are increasingly integrating into global value chains through digital platforms and improved logistics.

Exports demonstrate strategic depth. Alongside traditional strengths in pharmaceuticals, agriculture, and textiles, India is witnessing rising exports of high-value products including specialty chemicals, electronics, defense equipment, and precision engineering goods. Services exports—particularly IT and professional services—continue to provide stability to the external sector.

Infrastructure development, port modernization, logistics reforms, and digital public infrastructure are reducing transaction costs and improving ease of doing business. In a changing global trade environment, India is emerging as a trusted, policy-stable, and scalable trade partner.

As Prarambh moves into the next year, India's growth is no longer a promise—it is a proven trajectory driven by reform, resilience, and global relevance.

— Team Prarambh

Message From
Founder & CMD -iiiEM



Dipak Sudhir Manohar
(Founder & Director - iiiEM)

India in 2025: Trade with Confidence, Lead with Courage

The year 2025 demonstrated India's strength as a resilient nation and a confident global leader. Despite rising protectionism, including tariff pressures from the United States, and serious internal challenges such as terror attacks, India stayed focused on growth, stability, and long-term national interest.

India's response was clear and decisive. Strong action on national security was matched with steady and mature trade policies. Rather than reacting to global disruptions, India strengthened its export ecosystem by diversifying markets, improving trade facilitation, and supporting value-added manufacturing. Policy continuity, better logistics, and digital systems helped exporters remain competitive even in uncertain times.

India's exports remained robust across engineering goods, pharmaceuticals, electronics, agri-products, and services. More importantly, India earned greater trust as a reliable supply-chain partner. Global buyers and developing nations increasingly looked to India for stability, quality, and cooperation.

As a leading voice of the Global South, India promoted fair trade, inclusive growth, and balanced partnerships. It showed that economic progress does not require compromise on sovereignty or values.

The lesson from 2025 is clear: India's trade growth is built on confidence, not convenience. Even in challenging conditions, India moved forward with courage, clarity, and conviction—setting an example for the world and reinforcing its place as a rising force in global trade.

Best Wishes for 2026



Dipak Sudhir Manohar

Trade Knowledge
Customs House Agent

Customs House Agent / Customs Broker

A **Customs House Agent (CHA)** — now officially referred to as a **Customs Broker** in India — is a **licensed professional authorized by the Indian Customs Department to act on behalf of importers and exporters** for clearance of goods through customs.

Why a CHA is Important for Businesses

Import–export procedures are highly technical, involve legal compliance, and can cause heavy penalties if done incorrectly.

A reliable CHA helps:

- Avoid delays and demurrage / detention charges
- Ensure legal and compliant shipment clearance
- Prevent customs queries, audits, and penalties
- Save time, money, and administrative burden
- Smooth handling of special cases (e.g., EPCG, SEZ, bonded warehouse, high seas sale, second-hand machinery, DGFT licenses)

What a Customs House Agent Does

A CHA / Customs Broker handle all procedural and documentary requirements involved in import and export clearance, including:

DID YOU KNOW?

A Customs House Agent (CHA), or Customs Broker, is a licensed professional who facilitates international trade by handling documentation, calculating duties, ensuring compliance with regulations, and managing clearance procedures at ports, preventing costly delays and penalties.

Finding the Customs House Agent

Source	Why it is Useful
ICEGATE – Indian Customs Portal / Directory of Licensed Customs Brokers	Updated list of Government-licensed CHAs with license numbers and port availability
Port / ICD (Inland Container Depot) offices	Every seaport and ICD maintains a list of registered CHAs operating there
Freight Forwarding / Logistics Associations like: FFFAI*	CHAs who are members of these associations are generally experienced and reliable
Export Promotion Councils (EPCs); Export Commodity Boards; Export Development Authority	EPCs maintain database of CHAs who frequently handle shipments for specific product sectors
DGFT Regional Offices	They maintain vendor lists for export-related services including customs clearance
Referrals from Exporters & Trade Networks	Most reliable way based on performance feedback
LinkedIn & B2B Platforms	*Search terms like "Customs Broker India", "CHA Mumbai Port", "CHA Mundra Port" etc.*

*Federation of Freight Forwarders of Association of India - www.fffai.org

A Customs House Agent / Customs Broker is the official representative of an importer or exporter at customs, ensuring that goods pass legally and smoothly through the customs system with complete documentation and regulatory compliance.

Tips to Select a Good Customs House Agent

1. Valid license
2. Experience
3. Presence in the Port / ICD where your cargo will be taken for Customs clearance
4. Capability to handle regulatory authorities like the DGFT, BIS etc.
5. Use of technology and tracking
6. Speed of Customs clearance
7. Support in Marine Insurance
8. Knowledge of Duty / Concessions, customs notifications
9. Transparency in Service charges
10. Membership is any or local customs association

Product – Castor Oil & derivatives

Castor oil is a versatile, non-edible vegetable oil derived from the seeds of the Ricinus communis plant, known for its distinctive chemical composition dominated by ricinoleic acid. This unique fatty acid gives castor oil exceptional lubricity, solubility, and stability, making it a critical raw material for a wide range of industrial and commercial applications.

Widely used in pharmaceuticals, cosmetics, lubricants, coatings, textiles, soaps, bio-polymers, and specialty chemicals, castor oil holds a unique position among vegetable oils.

India is the world's largest producer and exporter of castor oil and its derivatives, supplying global markets with consistent quality and value-added products, and playing a strategic role in the international oleochemical and bio-based materials industry.



Global Growth Market

The global castor oil and derivatives market has experienced steady growth over recent years, driven by increasing demand for sustainable, bio-based raw materials across multiple industries.

As manufacturers and consumers shift toward environmentally friendly alternatives, castor oil's unique chemical properties have broadened its applications in cosmetics, pharmaceuticals, lubricants, polymers, coatings, and specialty chemicals.

Growth in end-use sectors — particularly personal care, industrial lubricants, and biodegradable plastics — has expanded demand not just for refined castor oil but also for high-value derivatives such as hydrogenated castor oil, dehydrated castor oil, sebacic acid, and ethoxylated products.

Additionally, technological advancements in processing and the rise of eco-conscious regulatory frameworks, especially in North America and Europe, have supported higher adoption of castor-based products. With major markets in Asia-Pacific, North America, and Europe continuing to invest in bio-based supply chains, the global castor oil and derivatives market is projected to maintain a healthy growth trajectory in the coming decade, reflecting both innovation and sustainability trends in global industrial demand.

Global Market Size & Growth (Value)Current Market (2023–2024)

- The global castor oil and derivatives market was valued at approximately USD 1.31 billion in 2023.
- Estimates for 2024 place the market around USD 1.38–1.44 billion.

Projected Market Growth

Forecast Through 2030

- The castor oil and derivatives market is projected to reach ~USD 1.98 billion by 2030.
- Another forecast estimates the industry could be ~USD 1.81 billion by

DID YOU KNOW?

Castor Oil is used as a household item in India especially for moisturizing and hair growth.

Export Information for Castor Oil &Derivatives	
Information	Details
H.S Code	As given in the table below
Trade Policy	Export Permitted Freely
RCMC	www.chemexcil.in
	or FIEO
Government Benefits	Duty Drawback (from 0.15% onwards)
	Interest Subvention (from 0 to 2.75%)
	RoDTEP (from 0.8% onwards)
GST (paid to Supplier)	5% onwards

* Check details from www.commerce.gov.in I www.indiantradeportal.in

Benefits of Castor Oil

1. Versatile Industrial Use

Castor oil has excellent lubricating, viscosity, and thermal stability properties, making it ideal for use in lubricants, hydraulic fluids, coatings, inks, paints, and greases, even under extreme temperature conditions.

2. Important Raw Material for Specialty Chemicals

It is a critical feedstock for producing high-value derivatives such as hydrogenated castor oil, dehydrated castor oil, sebacic acid, and ricinoleic acid, which are used in polymers, nylon-11, plasticizers, adhesives, and resins.

3. Widely Used in Pharmaceuticals

Castor oil is used as an excipient, laxative, and drug carrier in pharmaceutical formulations due to its safety profile, solubility, and bio-compatibility.

4. Strong Presence in Cosmetics & Personal CareProduct Information

Its moisturizing, emollient, and antimicrobial properties make castor oil a popular ingredient in soaps, creams, lotions, lipsticks, hair oils, and skincare products.

5. Renewable & Environment-Friendly

Castor oil is plant-based, biodegradable, and non-edible, making it a sustainable alternative to petroleum-based chemicals without competing with food resources.

6. High Oxidative Stability

Compared to many vegetable oils, castor oil resists oxidation, which enhances product shelf life in industrial and cosmetic formulations.

7. Global Trade Advantage

With India as the world's largest producer, castor oil enjoys strong export demand, consistent availability, and well-established supply chains, benefiting global buyers and exporters alike.

8. Multi-Sector Demand Stability

Its application across diverse industries — pharmaceuticals, cosmetics, automotive, textiles, agriculture, and chemicals — ensures steady demand and long-term market growth.

Castor Oil is a versatile vegetable Oil

Castor oil contains a unique fatty acid called ricinoleic acid (≈90%), which allows it to be:

- Chemically modified
- Converted into multiple specialty chemicals
- Used in high-performance and bio-based products
- Can be used in multiple industries
- Can be used raw also

Castor oil can be exported in derivative forms:

- Crude / Refined Castor Oil
- Hydrogenated Castor Oil (HCO)
- Dehydrated Castor Oil (DCO)
- Castor Oil Fatty Acids
- Ethoxylated & Sulphated Castor Oils

Sourcing Castor Oil and Its Derivaties

Sourcing Regions / Cities and States for Castor Oil & its Derivatives		
State	Major Castor Producing Districts / Cities	Role in Castor Oil & Derivatives Sourcing
Gujarat	Mehsana, Banaskantha, Kutch, Ahmedabad, Vadodara, Sabarkantha, Rajkot, Gandhinagar, Kheda	Primary sourcing hub: ~70–80%+ of India's castor seed production; large processing units & exporters; key supply for castor oil and chemical derivatives.
Rajasthan	Barmer, Jalore, Jodhpur, Sirohi	Secondary major producer: significant seed supplier feeding crushers and oil extractors.
Andhra Pradesh	Anantapur, Kurnool	Important castor growing areas: seeds supplied to local and interstate processors.
Telangana	Mahbubnagar, Wanaparthy, Narayanapet, Gadwal, Nagarkurnool	Notable production pockets supporting nearby extraction units.
Tamil Nadu	Salem, Namakkal, Erode, Dharmapuri, Perambalur	Smaller castor areas: contribute to regional supply.
Odisha	Cuttack, Koraput, Kalahandi	Emerging castor cultivation regions: moderate production.
Telangana/AP (combined)	Ranga Reddy, Medak, Karimnagar (other sources)	Other pockets where castor seed is grown supplying crushers.
Karnataka	Tumkur, Hassan, Chitradurga	Minor castor producing regions supplying local crushers.
Maharashtra	Beed, Buldhana	Small production centers contributing to overall supply.
Madhya Pradesh	Dhar, Ujjain, Jhabua	Smaller scale supply to processing units.
Haryana	Rewari, Sirsa, Hisar	Limited castor cultivation areas but adds to domestic seed pool.

DID YOU KNOW?

Castor oil shows its roots in Ayurveda since 2000 BC as a traditional medicine for treating arthritis, constipation and worms. It has a superlative effect as a detoxifying, cleansing, nourishing and pacifying oil for the body.

Application of Castor Oil and Derivates

Applications of Castor Oil and Its Derivatives		
Industry	Product / Application	Castor Oil / Derivative Used
Pharmaceuticals	Laxatives, ointments, capsules, drug coatings, injectables	Castor Oil (USP/BP grade), Hydrogenated Castor Oil (HCO), Polyoxyl Castor Oil
Cosmetics & Personal Care	Lipsticks, creams, lotions, shampoos, soaps, hair oils, perfumes	Castor Oil, Hydrogenated Castor Oil, PEG-40 Castor Oil
Food Industry	Food additives, mould-release agents, flavour carriers (limited use)	Castor Oil (food grade – E1503 in some countries)
Lubricants & Greases	High-temperature lubricants, aviation oils, biodegradable greases	Castor Oil, Dehydrated Castor Oil (DCO)
Paints, Coatings & Inks	Alkyd resins, printing inks, surface coatings	Dehydrated Castor Oil, Castor Oil Fatty Acids
Plastics & Polymers	Nylon-11, Nylon-610, bio-plastics	Sebacic Acid (castor-based derivative)
Automobile Industry	Brake fluids, hydraulic fluids, lubricants	Castor Oil, Modified Castor Oil
Textiles	Dyeing auxiliaries, softeners, lubricants for spinning	Sulphated Castor Oil (Turkey Red Oil)
Soaps & Detergents	Transparent soaps, surfactants	Castor Oil, Sulphated Castor Oil
Adhesives & Sealants	Industrial adhesives, PU sealants	Castor Oil, Castor-based Polyols
Agriculture	Bio-pesticides, plant growth enhancers	Castor Oil, Emulsified Castor Oil
Leather Industry	Leather finishing, fat-liquoring	Sulphated Castor Oil
Electronics & Electrical	Insulating varnishes, specialty coatings	Castor Oil Derivatives
Energy & Bio-fuel	Bio-diesel blends, renewable industrial oils	Castor Oil (non-edible)
Medical Devices	IV tubing, implants, drug-delivery systems	Castor-based Polymers
Chemical Industry	Surfactants, emulsifiers, specialty chemicals	Ricinoleic Acid, Sebacic Acid, HCO

DID YOU KNOW?

During World War I, castor oil was used as a high-performance lubricant for airplane engines.

Countries where Castor Oil and Derivates are exported

Countries where Castor Oil Derivates are exported			
Region	Country	Type of Castor Oil / Derivative Exported from India	Key End-Use Industries
North America	USA	Refined Castor Oil, Hydrogenated Castor Oil (HCO), Sebacic Acid, Ricinoleic Acid	Pharmaceuticals, cosmetics, nylon, lubricants
	Canada	Refined Castor Oil, Castor Oil Derivatives	Cosmetics, industrial chemicals
Europe	Germany	Dehydrated Castor Oil (DCO), Sebacic Acid, HCO	Paints, coatings, polymers
	Netherlands	Castor Oil (industrial grade), Derivatives	Chemical trading hub, re-exports
	France	Cosmetic-grade Castor Oil, PEG Castor Oil	Cosmetics, personal care
	Italy	DCO, Castor Oil Fatty Acids	Coatings, inks, resins
	Belgium	Industrial Castor Oil, Ricinoleic Acid	Chemicals, lubricants
	UK	Pharma-grade Castor Oil, HCO	Pharmaceuticals, cosmetics
Asia – East	China	Castor Oil, Sebacic Acid, Castor Oil Fatty Acids	Nylon-11, plastics, chemicals
	Japan	High-purity Castor Oil, Sebacic Acid	Specialty polymers, electronics
	South Korea	Refined Castor Oil, Derivatives	Cosmetics, chemicals
Asia – South & ASEAN	Indonesia	Industrial Castor Oil	Soaps, lubricants
	Thailand	Castor Oil, Sulphated Castor Oil	Textiles, cosmetics
	Vietnam	Industrial Castor Oil	Paints, lubricants
	Malaysia	Castor Oil Derivatives	Oleochemicals
Middle East	UAE	Refined Castor Oil, HCO	Cosmetics, re-exports
	Saudi Arabia	Industrial Castor Oil, Derivatives	Lubricants, chemicals
	Turkey	DCO, Sulphated Castor Oil	Textiles, coatings
Latin America	Brazil	Sebacic Acid, Castor Oil Derivatives	Polymers, chemicals
	Mexico	Castor Oil, HCO	Pharma, cosmetics
Africa	South Africa	Industrial Castor Oil	Lubricants, paints
	Egypt	Castor Oil, Sulphated Castor Oil	Textiles, soaps
Oceania	Australia	Pharma & Cosmetic-grade Castor Oil	Pharmaceuticals, personal care

Certificates & Registrations required for exporting Castor Oil &Derivates

Quality and Certification Requirements for exporting Castor Oil & Derivates			
Region	Mandatory Requirements	Quality Certificates (Product-Specific)	Common Certificates Accepted for Trade
Middle East / GCC / West Asia (Saudi Arabia, UAE, Oman, Qatar, Kuwait, Bahrain)	• Clear, pale oil• Acid Value ≤ 2.0• Moisture ≤ 0.25%• Neutral odour• Shelf life declared	• Industrial / Cosmetic / Pharma grade as applicable• Conformance to SASO or local standards	• **Halal Certificate** (mandatory for pharma & cosmetics)• COA• MSDS / SDS• Certificate of Origin
ASEAN & South East Asia (Indonesia, Thailand, Vietnam, Malaysia, Philippines)	• Industrial or cosmetic grade• Acid Value ≤ 2.0• Moisture ≤ 0.25%	• Cosmetic grade (for personal care)• Industrial grade for chemicals	• COA• MSDS• Certificate of Origin• Non-GMO declaration (preferred)
South Asia (Bangladesh, Sri Lanka, Nepal)	• Industrial grade acceptable• Basic quality conformity	• Standard refined castor oil	• COA• MSDS• Certificate of Origin
Africa (South Africa, Egypt, Kenya, Nigeria)	• Industrial grade• Free from impurities• Clear appearance	• Industrial / textile grade	• COA• MSDS• Certificate of Origin
Europe (Germany, France, Italy, Netherlands, UK, Belgium)	• Very low contaminants• Acid Value ≤ 1.0–2.0• Moisture ≤ 0.20• REACH compliance mandatory	• **Ph.Eur (Pharmacopoeia)** for pharma• Cosmetic grade for personal care	• **REACH Declaration**• COA• MSDS• Certificate of Origin• Sustainability declaration
North America (USA, Canada)	• Consistent batch quality• Low heavy metals• Traceability	• **USP / NF grade** (pharma)• Cosmetic or industrial grade	• **FDA compliance declaration** (where applicable)• COA• MSDS• Certificate of Origin
Central & South America (Brazil, Mexico, Colombia)	• Industrial & chemical grade• Purity consistency	• Sebacic acid / derivative purity certificates	• COA• MSDS• Certificate of Origin
Australia & New Zealand	• High purity standards• Cosmetic & pharma compliance	• Cosmetic / Pharma grade	• COA• MSDS• Certificate of Origin
Other Small Markets (East Europe, CIS, Island nations)	• Industrial grade acceptable• Basic conformity	• Standard refined castor oil	• COA• MSDS• Certificate of Origin

Packaging Requirements

Castor Oil Derivaties - Wise Packaging		
Product	Export Form	Packaging
Refined Castor Oil	Liquid	GI / HDPE drums, IBC, Flexi tank
Hydrogenated Castor Oil (HCO)	Semi-solid flakes / pastilles	25 kg bags with PE liner
Dehydrated Castor Oil (DCO)	Liquid	GI / HDPE drums
Sebacic Acid	White crystals / powder	25 kg HDPE / Kraft bags with liner
Sulphated Castor Oil (Turkey Red Oil)	Liquid	HDPE / GI drums
PEG Castor Oil	Liquid / viscous	HDPE drums, IBC

Castor oil is a non-hazardous product and is generally exported in liquid form. However, some derivatives like
Dehydrated castor oil, Sulphated castor oil, PEG castor oil etc., may require MSDS certificate.

Profit Margin

High Profit Margin can be expected from:

1. Sebacic Acid
2. Hydrogenated Castor Oil
3. PEG Castor Oil



States of india -Products & Sourcing Guide

Top Exporting States of India

Products and Sourcing Guide – Series 5

For Sourcing from

1.Gujarat, Maharashtra and Tamil Nadu - Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-August-2025.pdf

2. Karnataka, Andhra Pradesh and Uttar Pradesh - Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-Sep-2025.pdf

3. Haryana, Telangana and West Bengal – Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-Oct-2025.pdf

4. Odissa, Madhya Pradesh and Rajasthan – Refer to https://www.iiiem.in/storage/process-documents/new/Prarambh-November-2025.pdf

Introduction

Sourcing plays a crucial role in building reliable, ethical, and competitive supply chains by connecting buyers with the right products, regions, and producers. In this edition, Delhi, Punjab, and Kerala represent three distinct sourcing strengths of India—Delhi as a strategic trade and logistics hub, Punjab as a powerhouse of agriculture and manufacturing, and Kerala as a leading source of spices, marine products, and natural goods. Together, these states highlight how diversified sourcing, supported by fair and transparent trade practices, helps ensure quality, sustainability, and long-term value for both buyers and producers across India.

1. Delhi

Delhi, officially the National Capital Territory (NCT) of Delhi, is a Union Territory with a special constitutional status, administered jointly by an elected government and the Central Government of India. As the political, administrative, and diplomatic capital of the country, Delhi plays a strategic role in shaping national policy, governance, and international relations. Economically, Delhi is one of India's most productive urban economies, consistently ranking among the top contributors to India's GDP despite its small geographical size. The city is a powerhouse of the services sector, driven by trade, finance, real estate, IT-enabled services, tourism, and professional services, while also serving as a major trade and distribution hub for North India. Delhi acts as a command-and-control center for domestic and international trade. Its vibrant MSME base, wholesale markets, and export-oriented enterprises significantly support India's export ecosystem, making Delhi not just the seat of governance, but also a critical engine of India's economic growth and global integration.



Top Export Destinations For Products from Delhi	
Importing Countries (indicative list)	
USA	France
UAE	Malaysia
Netherlands	Iran
China	Kuwait
Singapore	Uzbekistan
U.K.	Tajikistan
Saudi Arabia	Pakistan
Bangladesh	Belgium
Germany	South Korea
Italy	Nigeria
Source: DGCI&S	

Delhi - Sourcing Guide

District / City / Town	Major Export Products (Key Export Items)	ODOP Product (Delhi)	GI-Tagged Product
Central Delhi	Textiles & Apparel (Garments, fabrics) *and wholesale markets (spices, food products)*	Bakery Products	*Basmati (shared GI)*
New Delhi	Engineering Goods, Electronics, IT/ITeS Exports, Textiles	Bakery Products	*Basmati (shared GI)*
South Delhi	Handicrafts, Ready-Made Garments, Furniture & Decor	Bakery Products	*Basmati (shared GI)*
South East Delhi	Textiles, Apparel, Light Engineering	Bakery Products	*Basmati (shared GI)*
South West Delhi	Food Processing, Dairy Products, Packaging	Milk Based Products	*Basmati (shared GI)*
West Delhi (incl. Najafgarh/Patel Nagar)	Readymade garments, home furnishing & home décor exports	Bakery Products	*Basmati (shared GI)*
East Delhi (e.g., Mayur Vihar, Laxmi Nagar)	Engineering products, plastic goods, light machinery	Ready to Eat Products – Namkeens	*Basmati (shared GI)*
North Delhi (incl. GTB Nagar, Wazirpur)	Metal hardware, industrial supplies, furniture fittings	Ready to Eat Products – Namkeens	*Basmati (shared GI)*
North East Delhi (including industrial zones)	Electronics components, auto parts, plastics	Ready to Eat Products – Namkeens	*Basmati (shared GI)*
North West Delhi (like Rohini, Narela)	Chemicals, pharma intermediates, textiles	Milk Based Products	*Basmati (shared GI)*
Shahdara	Leather goods, plastic goods manufacturing, textiles	Ready to Eat Products – Namkeens	*Basmati (shared GI)*

Ports and ICDs of Delhi	
ICD / Dry Port	Location
ICD Tughlakabad (TKD)	Delhi
ICD Patparganj (PPG)	East Delhi
ICD Dadri	Greater Noida, UP
ICD Garhi Harsaru	Near Gurugram, Haryana
ICD Faridabad	Near Ballabhgarh, Haryana
ICD Piyala (Faridabad)	Haryana

2. Punjab

Punjab is a prosperous state in northern India, widely regarded as the country's agricultural backbone and often called the "Granary of India." It played a pivotal role in the Green Revolution, transforming India from a food-deficient nation into a food-secure one, and continues to be a leading contributor of wheat and rice to the central food pool. Beyond agriculture, Punjab has a strong presence in agro-processing, dairy, textiles, bicycles, machine tools, sports goods, and light engineering, with globally recognized industrial clusters in Ludhiana, Jalandhar, Amritsar, and Mohali. The state's strategic location along international trade routes, well-developed road and rail networks, and proximity to northern consumption and export markets enhance its economic significance. Punjab's robust MSME ecosystem, skilled workforce, and entrepreneurial culture contribute substantially to India's manufacturing output, exports, and rural livelihoods, making the state a vital pillar in ensuring food security, industrial growth, and economic stability for India.



Top Export Destinations For Products from Punjab	
Importing Countries (indicative list)	
USA	Qatar
UAE	Kuwait
UK	Oman
Germany	Bangladesh
Italy	South Africa
Netherlands	Nigeria
France	Egypt
Canada	Spain
Australia	Belgium
Saudi Arabia	Malaysia
Source: DGCI&S	

Sourcing Guide from the State of Punjab

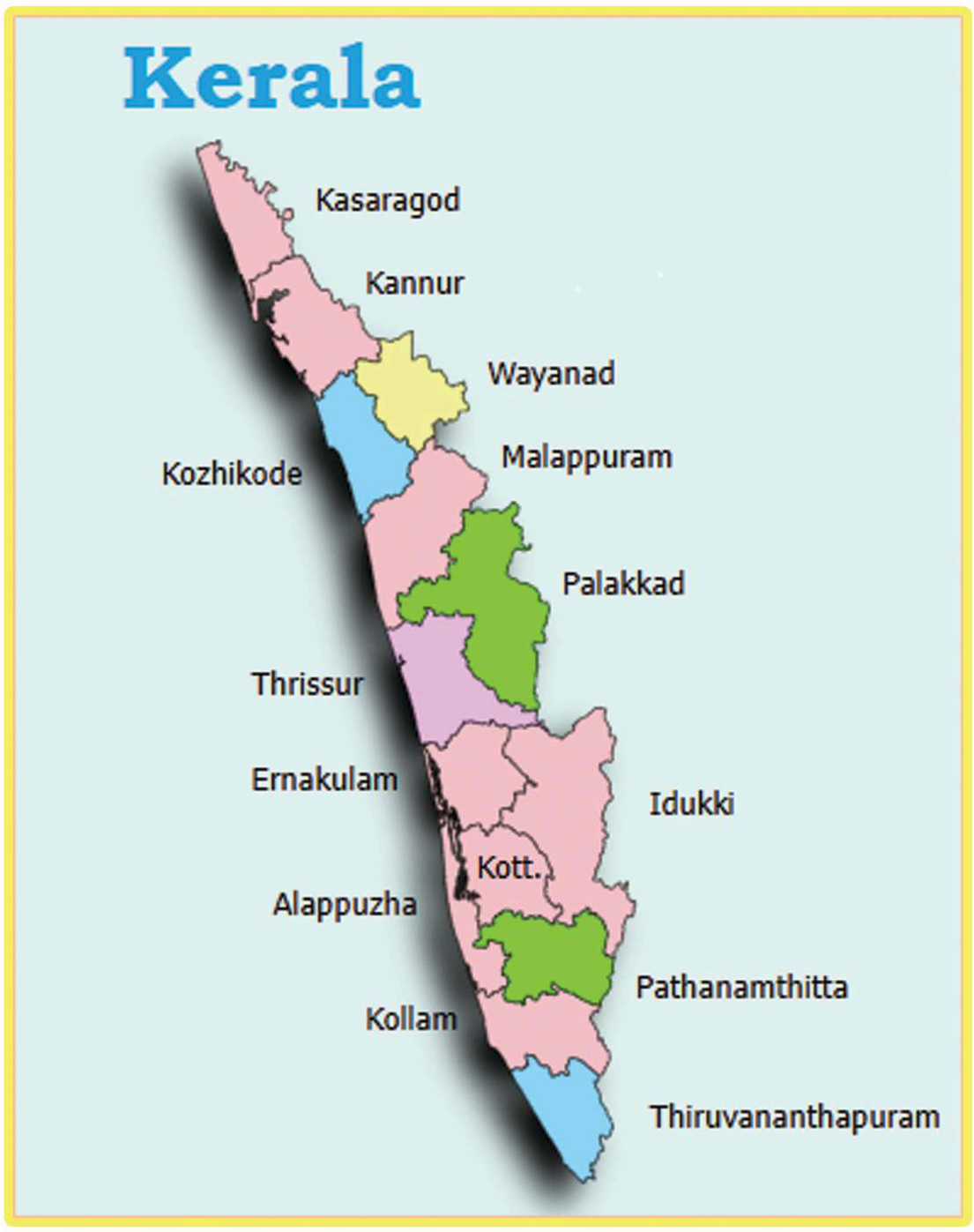
District / City / Town	Major Export Products	ODOP (One District One Product)	GI-Tagged Products (Punjab)
Ludhiana	Knitwear, woollen garments, bicycle parts, auto components, hosiery	Knitwear & Hosiery	—
Jalandhar	Sports goods, hand tools, leather goods, surgical instruments	Sports Goods	—
Amritsar	Basmati rice, woollen shawls, carpets, handicrafts, food products	Basmati Rice	Amritsar Halwa, Basmati Rice (shared GI)
Patiala	Textiles, traditional footwear, handicrafts	Phulkari	Phulkari (Punjab)
Bathinda	Agro products, refined oil, cotton yarn	Cotton & Cotton Products	—
Moga	Dairy products, milk powder, processed foods	Dairy Products	—
Hoshiarpur	Wooden furniture, handicrafts, sports accessories	Wooden Furniture	—
Mohali (SAS Nagar)	IT services, electronics, pharma, biotech products	IT / Electronics	—
Ferozepur	Rice, wheat, agro commodities	Wheat & Paddy	Basmati Rice (shared GI)
Kapurthala	Agro-processing machinery, textiles	Agro Machinery	—
Barnala	Handloom products, textiles	Handloom	—
Sangrur	Rice, agricultural produce, food grains	Paddy	Basmati Rice (shared GI)
Gurdaspur	Wooden crafts, agro products	Wooden Handicrafts	—
Pathankot	Cement products, plywood, engineering goods	Cement Products	—
Fazilka / Abohar	Kinnow, fruits, processed agro products	Kinnow	—
Muktsar	Cotton, edible oils, agro products	Oilseeds	—
Tarn Taran	Handicrafts, small engineering goods	Handicrafts	—
Faridkot	Agro products, food processing	Food Processing	—

Ports and ICDs of Delhi

ICD / Dry Port	Location
ICD Luthiana	Dhandari Kalan
ICD Ludhiana	Rail Linked
ICD Amritsar	Amritsar
ICD Jaladhar	Jalandhar
ICD Patiala	Dapar Rajpura Belt

3. Kerala

Kerala, located in the southwestern tip of India along the Malabar Coast, is renowned for its high human development indicators, literacy rate, and health infrastructure. Economically, Kerala plays a unique role in India's economy with a strong emphasis on services, agriculture, and remittances. The state is a major contributor to India's tourism sector, attracting domestic and international tourists to its backwaters, hill stations, and cultural festivals. Kerala is also famous for the export of spices (like black pepper, cardamom, and nutmeg), coir products, cashew nuts, coffee, and marine products, which support both small-scale and large-scale industries. Remittances from the large Malayali diaspora, particularly in the Middle East, significantly boost the state's economy, enabling higher household incomes and consumption. Additionally, Kerala has a growing IT and knowledge-based services sector, with hubs in Kochi and Thiruvananthapuram. Overall, Kerala contributes to India's agricultural exports, services exports, and foreign exchange inflow, while also serving as a model for social development.



Sourcing Guide from State of Kerala			
District / City / Town	Major Export Products	ODOP Product (Kerala)	GI-Tagged Products
Kochi / Ernakulam	Marine products (frozen shrimp, squid), spices & spice oleoresins, processed foods, coir products, garments, engineering goods	*(Kerala ODOP varies by district; Ernakulam may focus on processed foods / spice processing)*	*Chendamangalam Dhoties & Set Mundu (handicraft)*
Wayanad	Spices (pepper, cardamom), coffee	Wayanad Coffee	Alleppey Green Cardamom (spice)
Idukki (incl. Marayoor)	Spices (pepper, cardamom), jaggery	*(Spices & traditional produce)*	Marayoor Jaggery
Kannur / Kozhikode / Kasaragod	Rice (Kaipad rice & value-added products), spices, processed foods	*(Staple export cropping / processed rice farming)*	Kaipad Rice
Palakkad	Rice, cereals & agricultural exports, coir products	*(Agricultural crops / milling outputs)*	Attappady Thuvara
Thrissur	Food products (banana, nuts), handicrafts, coir products	*(Agricultural / craft ODOP focus)*	Kodungatlur Pottuvellari
Thiruvananthapuram	Agricultural produce (banana), medical/health products (Ayurveda/Herbal), IT services export	*(Herbal / value-added plant products)*	--
Malappuram	Teak & wood products, betel leaf, food items	*(Agro-based exports / wood handicrafts)*	--

Top Export Destinations For Products from Kerala	
Importing Countries (indicative list)	
USA	France
UAE	Spain
Saudi Arabia	Belgium
Qatar	Japan
Oman	China
Kuwait	South Korea
U.K.	Australia
Germany	Canada
Italy	South Africa
Netherland	Russia
Source: DGCI&S	

Ports and ICDs of Kerala	
ICD / Dry Port	Location
Kochi Port	Cochin
Kozhikode Port	Kozhikode
Vizinjham Port	Vizinjham
Ernakalum ICD	Ernakalum
Thrissur ICD	Thrissur / Palakkad

Country – Sultanate of Oman

Oman, officially the Sultanate of Oman, is a country in the southeastern Arabian Peninsula in West Asia.

It shares land borders with Saudi Arabia, the United Arab Emirates, and Yemen.

Oman's coastline faces the Arabian Sea to the southeast and the Gulf of Oman on the northeast.

The exclaves of Madha and Musandam are surrounded by the UAE on their land borders, while Musandam's coastal boundaries are formed by the Strait of Hormuz and the Gulf of Oman.

Oman's oil reserves are ranked as the 22nd largest globally.

Oman's economy involves tourism, as well as the trade of fish, dates and other agricultural produce.

Oman is a member of the United Nations, the Arab League, the Gulf Cooperation Council, the Non-Aligned Movement, and the Organisation of Islamic Cooperation.

Oman is an absolute monarchy ruled by a Sultan.

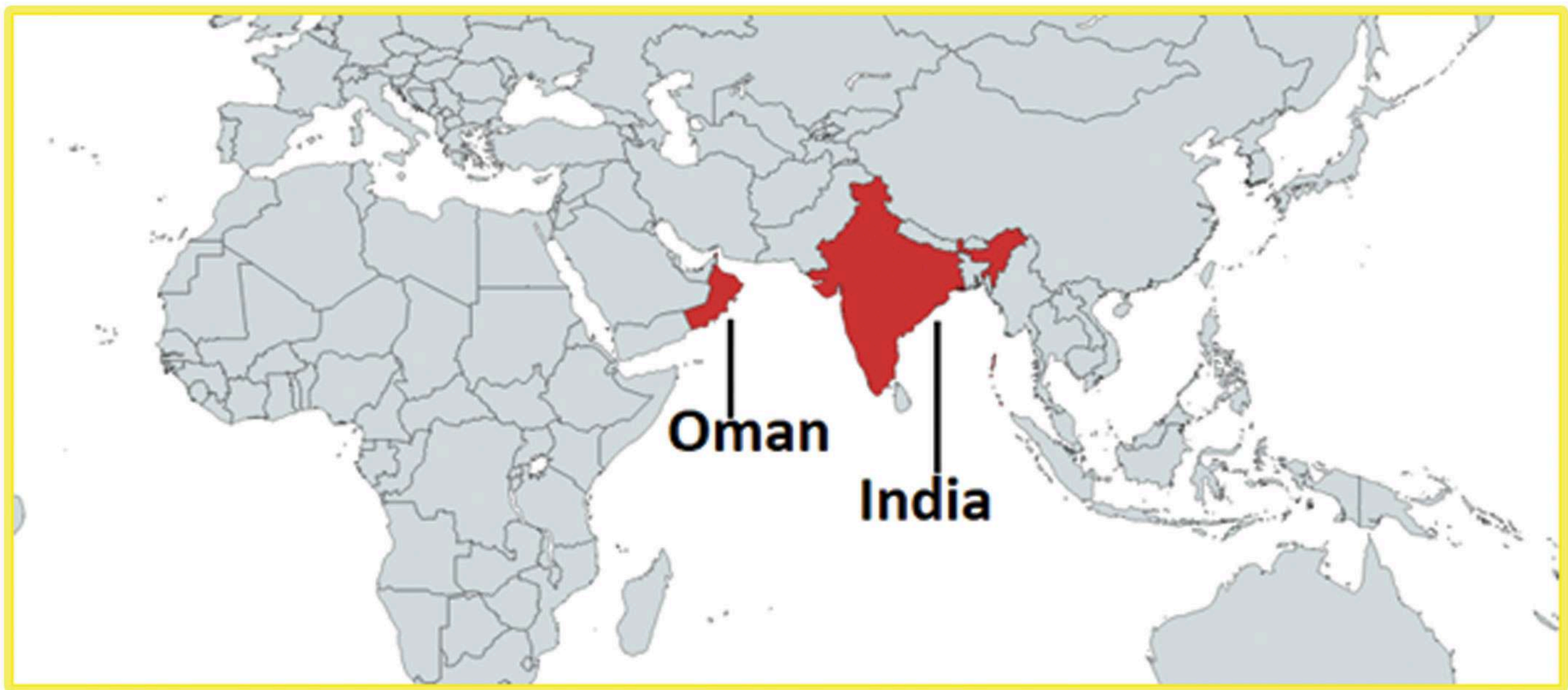
Muscat is the capital and largest city.

DID YOU KNOW?

Oman is Arab world's oldest independent state. Oman is the global leader in frankincense (aromatic resin gum used as incense) production.

Oman	
Basic Information	**Details**
Language	Arabic
Capital City	Muscat
Currency	Omani Rial (OMR)
	1 OMR = 235.96 INR
	1 OMR = 2.60 USD
Major Cities	Sohar, Salalah, Sur, Nizwa, Seeb, Barka, Ibri etc.
Time	1 hour 30 minutes behind India
Day Light Saving	Nil
Time Zones	Gulf Standard Time
Income Group	High Income Economy
Indian Population	about 7,00,000

India Oman Map





Bilateral Trade between India and Oman

- India's exports to Oman were approximately USD 4.06 billion in 2024-25.
- Oman's exports (goods) to India in FY 2024–25 were approximately USD 6.55 billion.
- India remain Trade Deficit with Oman

India - Oman Bilateral Trade	
India Exports to Oman	**Oman Exports to India**
Refined Petroleum	Petroleum Gas
Semi-finished Iron	Refined Petroleum
Iron Reductions	Crude Petroleum
Rice	Petroluem Coke
Sea Vessels	Nitrogenous Fertilizers
Aluminum Oxide	Ethylene Polymers
Special Purpose Ships	Ammonia
Unglazed Ceramics	Raw Aluminium
Raw Sugar	Planes, Helicopters, Spcacrafts
Eye Wear	Cyclic Hydrocarbons
Frozen Meat	Gypsum
Onions	Limestone

India – Oman Free Trade Agreement

India and Oman have signed a Free Trade Agreement (FTA) — officially called the **Comprehensive Economic Partnership Agreement (CEPA)** — aimed at significantly boosting bilateral trade, reducing tariffs, expanding services and investment cooperation, and deepening economic integration. The deal was signed on **18 December 2025** and is expected to come into force soon after necessary procedural steps are completed in both countries.

It is likely to be implemented by April 2026.

Under this FTA, Indian Exporters can export:

- Oman has offered zero-duty access on about 98.08% of its tariff lines, covering about 99.38% of India's exports to Oman by value.
- Immediate tariff elimination is being granted on around 97.96% of product lines.
- This covers major Indian export sectors such as:
    - Textiles
    - Leather & footwear

- Gems and jewellery
- Engineering goods
- Plastics
- Furniture
- Pharmaceuticals & medical devices
- Automobiles & auto parts
- Agricultural products

Further details on India Oman CEPA will be discussed up on its implementation.

Certificates and Registrations Required for Exporting to Oman

Documents and Certificates required for exporting to Oman

Sector	Certificate / Requirement	Issuing Authority in India	Mandatory for Oman or India
Textiles	Certificate of Origin (CoO) – for tariff benefit under India-Oman CEPA	DGFT via Chamber of Commerce / Export Promotion Council	Oman: Often required by Omani customs; CEPA helps duty benefits
	Quality compliance (Gulf / International standard) – Manufacturer's Declaration / Test Report	Manufacturer / accredited lab (verified by Oman DGSM)	Oman: CoC required for conformity to standards
Plastics	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: for import processing & CEPA duty benefits
	Conformity / Test Report (if subject to specific standards)	Manufacturer / accredited lab	Oman: if product covered under standards
Leather & Footwear	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: used for customs clearance and CEPA benefits
	Quality / Safety Standards Compliance	Manufacturer / accredited lab	Oman: applicable if specific product standards apply
Gems & Jewelry	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: origin proof needed at customs; CEPA benefits
	Hallmark / BIS or other quality marks (where applicable)	BIS / Bureau of Indian Standards	India: BIS hallmark required for certain jewellery standards
Pharmaceuticals	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: for customs clearance and preferential tariff under CEPA
	Quality / Safety test reports (WHO/GMP compliance)	CDSCO / Accredited labs	Oman: Oman regulates pharmaceutical imports; quality and conformity certificates are required (as per Oman standards, often tied to health & safety)
Manufactured Products (e.g., machinery, electronics)	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: for customs and tariff benefits
	Conformity Certification (as per product standards)	Manufacturer / Accredited Lab	Oman: Oman often uses conformity assessment certificates (CoC) for machinery and equipment
Cosmetics	Certificate of Conformity (CoC) & Import Permit	Manufacturer / Accredited Lab + Oman DGSM requirement	Oman: Required for cosmetic imports into Oman; includes product test reports and conformity declaration (Royal Oman Customs)
	Certificate of Origin (CoO)	DGFT & Chamber of Commerce	Oman: for customs and preferential tariff under CEPA
	(If importing into India) Import Registration Certificate (Cosmetics)	CDSCO (Central Drugs Standard Control Organisation)	India: required for cosmetics imported into India under Indian Cosmetic Rules (CDSCO)
General Exports (All sectors)	Importer-Exporter Code (IEC)	DGFT (Dept. of Commerce)	India exports: IEC needed by all exporters from India
	Registration-cum-Membership Certificate (RCMC)	Export Promotion Councils / FIEO	India: Required to avail export benefits and statutory compliance
	Certificate of Origin (CoO)	DGFT & Chambers	Oman: especially for CEPA duty benefits and customs clearance

Useful website for Buyer Finding in Oman

For Business in Oman	Websites
Oman Chamber of Commerce and Industry (OCCI)	https://omanchamber.om/
AmCham Oman (Oman American Business Council)	https://oabc.org/
Oman Logistics Association (OLA)	https://ola.om/
Oman Importers Directory – TradeFord	https://importer.tradeford.com/oman
CODADA (Importer Identification & Market Entry Services)	https://www.codada.com/find-importer/oman.html
Indian Social Club Oman (ISC Oman)	https://www.iscoman.com/
India Oman Joint Business Council	Indian Oman Trade Agreement
Embassy of India – Commercial Wing, Muscat	https://www.indemb-oman.gov.in/page/commerce/
Oman Manufacturers Association (OMFA)	https://omfa.om/
B2B & Business Directories (Oman)	https://omanyellowpagesonline.com/
Oman Business Directory – B2BMAP	https://b2bmap.com/oman/companies
Oman Business Database – Soopage	https://omn.soopage.com/
Yellow Pages Oman (Business Directory)	https://yellowpagesoman.com/

Major Sea Ports In Oman



Questions and Answers



Question 1:
What are ODOP products? Can I export ODOP products?
Kamini Suryavanshi, Dehradun, Uttrakhand

Answer:

ODOP stands for One District, One Product

• ODOP is an initiative by the Government of India to identify, **brand, & promote one key product from each district in India** — usually traditional, artisanal, agricultural, or craft products. Dhar District, Madhya Pradesh

• ODOP products are often marketed as part of state and central promotional campaigns **to improve market access (including export markets)**, quality, packaging, and buyer linkage.

• **Any merchant/manufacturer/exporter can export ODOP products provided they comply with Indian export regulations.** ODOP simply highlights specialized products from a region and creates promotional support.

You can source the ODOP product (either by manufacturing it or procuring it from artisans/farmers).
You handle export documentation (commercial invoice, packing list, Bill of Lading / Airway Bill, Certificate of Origin, etc.).
These are standard requirements for exporting any product from India.

• Being part of ODOP may help with **marketing support, branding, quality programmes, and buyer connect platforms** but it is not a mandatory prerequisite to legally export.

One can check the list of State-wise ODOP products:

https://static.investindia.gov.in/s3fs-public/2025-08/20250819_v32_odop_product_list.pdf

Question 2:
What is Hazmat? Does one need this registration or certificate while exporting?
Ramanuj Reddy, Bangalore, Karnataka



Answer:

HAZMAT is short for Hazardous Materials—substances that can pose a risk to people, property, or the environment during manufacture, storage, transport, or use.

In simple terms: If something can burn, explode, corrode, poison, or react dangerously, it's HAZMAT.

Example:

A material is classified as HAZMAT if it has one or more of these properties:

- **Flammable** (catches fire easily)
- **Explosive**
- **Toxic or poisonous**
- **Corrosive** (damages skin, metals, containers)
- **Reactive** (can react violently with water, air, or other chemicals)
- **Environmentally hazardous**

Because of these risks, HAZMAT is strictly regulated in **transport, customs clearance, packaging, labeling, and insurance.**

Yes, If your product is under HAZMAT category you must submit

1. SDS (Safety Data Sheet) from the manufacturer or the laboratory
2. Dangerous Goods Declaration (DG Declaration)
3. UN-Approved Packaging Certificate
4. UN Number & HAZMAT Class

Optional (only for some products)

- PESO licence – for explosives, fuels, gases
- REACH / TSCA – if buyer country demands it
- IATA DG certificate – if shipping by air

Question 3:
Can machine made carpets be exported? Which RCMC will be applicable?
Punit Sharma, Meerut, Uttar Pradesh



Answer:

Yes, machine made carpets can certainly be exported. India exports Machine-made carpets to the USA, UAE, Germany, U.K. Netherlands being the top importing countries.

You may register your product under FIEO.

Question 4:
What is the difference between Frozen and Chilled foods?
Mayur Mehta, Mumbai, Maharashtra



Answer:

In simple words, the difference between **frozen** and **chilled** is the temperature and how long the food lasts.

1. The Temperature Difference

- **Chilled (The Fridge):**
  - The food is kept cold but not solid.
  - The temperature is usually between 0°C and 5°C

- **Chilled:** Has a very short shelf life. Most chilled items (like milk, fresh meat, or salads) must be used within 2 to 5 days.

- **Frozen (The Freezer):**
  - The food is frozen into a solid block.
  - The temperature is usually -18°C or even colder.

- **Frozen:** Can last for a very long time—usually 3 to 12 months because the extreme cold stops bacteria from growing.



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Arpit Ajmera

Location- **Ajmer**
Product- **Stainless Steel Pipes**
Country- **US, apan & Dubai,Tanznia**



Ankit Begwani

Location- **Bangalore**
Product- **Onions**
Country-**Dubai**



Zeel Virpariya

Location-**Rajkot**
Product- **Submersible Pumps Export**
Country-**Iraq,Spain**



Anas Nawab

Location- **Surat**
Product- **Scrap Material Import**
Country- **USA**



Utsav Thakkar

Location-**Kolkata**
Product- **Spices**
Country-**Europe,Vietnam, Indonesia**

Student's Placement



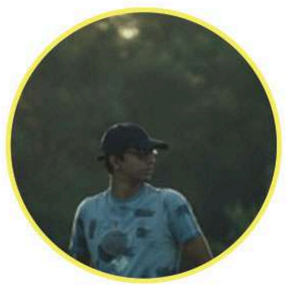
Darshit Kateliya

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Export Documentation Executive**
Industry-**Manufacturing & Export**



Kaushik Bhatt

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Logistics Executive**
Industry-**Logistics**



Kunj Mavani

Location- **Ahmedabad**
Job Location- **Ahmedabad**
Designation- **Purchase & Compliance Officer**
Industry-**Manufacturing & Export**



Tejas Tiwari

Location- **Kolkata**
Job Location- **Kolkata**
Designation- **Export Operations Executive**
Industry- **Export Import**



Mahima Lavanya

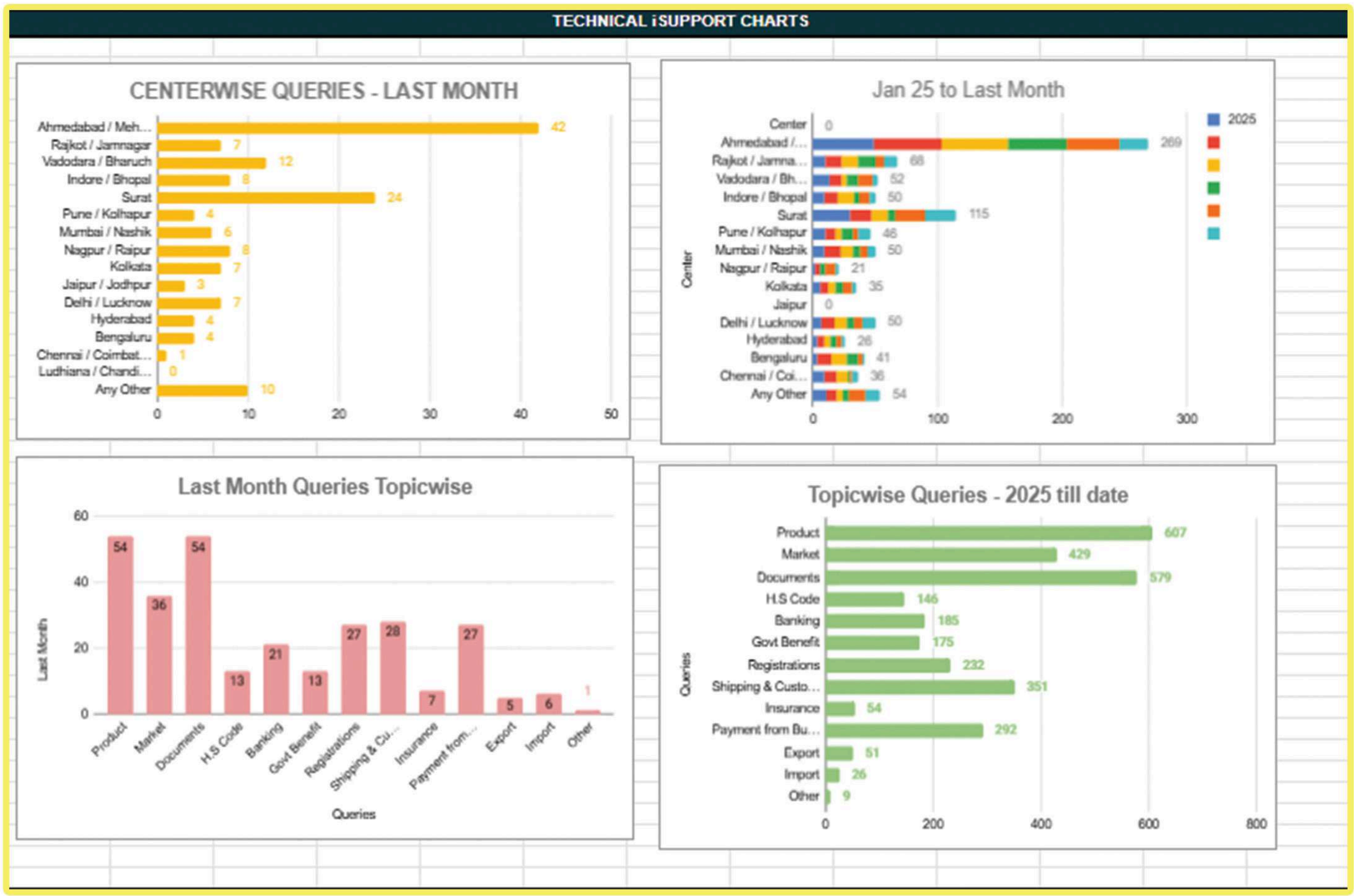
Location- **Bangalore**
Job Location- **Bangalore**
Designation- **Export Marketing Executive**
Industry-**Export Import**

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Most Spoken Languages

2025

% share as a first language

1 Rank

English
1.5B
Total speakers
25.5%

Mandarin
中文
1.2B
83.6%

Spanish
español
558M
86.7%

Hindi
हिन्दी
609M
56.7%

Standard Arabic
العربية
335M

Standard Arabic is acquired through formal education after speakers first learn their local Arabic dialect

French
français
312M
23.7%

Bengali
বাংলা
284M
85.2%

Portuguese
português
267M
93.6%

Russian
русский
253M
57.3%

Indonesian
bahasa indonesia
252M
29.8%

Urdu
اُردُو
246M
31.7%

German
deutsch
134M
56.7%

Japanese
日本語
126M
98.4%

Nigerian Pidgin
121M
4.1%

Egyptian Arabic
119M
70.6%

Marathi
99M
83.8%

Vietnamese
97M
88.7%

Telugu
96M
86.5%

Hausa
94M
61.7%

Turkish
91M
93.4%

Western Punjabi
90M
n/a

Swahili
87M
4.6%

Tagalog
87M
37.9%

Tamil
86M
91.9%

Yue Chinese*
86M
98.8%

Source: Ethnologue

VISUAL CAPITALIST

*Yue Chinese includes Cantonese.
Varieties of "macrolanguages" like Arabic, Mandarin, and Persian are listed separately.

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