PRARAMBH

An Export Import Trade Magazine

Know All About Exporting Paint



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List of Contents

Page No.

1. India and the World

a.	Forward	4
b.	Message from Founder & CMD-iiiEM	5
c.	Trade Knowledge - Freight Forwarder	7
d.	Product - Paint	10
e.	States of India - Product & Sourcing Guide	18
f.	Country - Kenya	27
g.	Question-Answer by iiiEM	32

2. The World of iiiEM

a.	New Video Released	37
b.	iiiEM's Exporters' Corner	39
c.	Students Placements by iiiEM	40
d.	iiiEM Support Services Analysis	41
e.	Contact Details - iiiEM	42

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Forward

India's 8.2% GDP Growth — A Remarkable Achievement Amid Global Turbulence

At a time when the world is battling trade wars, tariff barriers, currency volatility, and economic uncertainty, India has delivered an extraordinary milestone — 8.2% GDP growth. This performance stands out not only because it exceeded market expectations, but because it came despite global chaos, including the impact of Trump-era tariffs on Indian exports and a weakened rupee against the US dollar.

What Makes This Growth Extraordinary

- Strong domestic demand
- Manufacturing and construction surged
- Services sector maintained high growth
- Policy support and structural reforms

Growth against the Odds

Even while **exports faced higher U.S. tariffs** and the **rupee depreciated**, India not only held ground but grew faster than most major global economies. This shows that **India's growth is now primarily inward-driven,** anchored in domestic consumption, productivity, and investment rather than external demand.

India's **8.2% GDP growth** is not just a number — it is proof that the nation's underlying economic engine remains strong and adaptable.

India has emerged as **one of the fastest-growing major economies,** powered by internal strength and guided by focused economic reforms.

Message From Founder & CMD -iiiEM



Dipak Sudhir Manohar
(Founder & Director - iiiEM)

India's economy likely stayed strong in the July–September quarter (Q2 of FY26), supported by steady consumer spending and a push to ramp up production and exports before new US tariff hikes came into effect, Reuters poll data said.

According to the poll, India's GDP is expected to have grown 7.3% in the July–September period, slightly lower than the 7.8% growth recorded in the previous quarter, but still strong enough to keep India the fastest-growing major economy in the world.

Economists also expect gross value added (GVA), a more stable measure of economic activity, to have grown 7.15%.
The government will release the official GDP numbers on Friday at 1030 GMT.



How India Held Up Despite Global Challenges

Economists say India managed this quarter's growth by focusing on local demand, pushing public investment, and taking advantage of a last-minute rush to export goods before American tariffs went up.

US tariffs on some Indian products doubled to 50% in late August because of tensions over India's discounted purchases of Russian oil. To beat the deadline, exporters shipped out more goods in advance, giving the economy an extra lift in Q2.

The government has also tried to strengthen the domestic economy through tax cuts and labour reforms. At the same time, India has resisted US pressure to reduce tariffs broadly across sensitive sectors like agriculture as part of a trade deal.

The growth in the July–September quarter has been supported by private consumption and government spending, though corporate investments may slow due to global uncertainty.

There was a buildup of inventories for the festival season and the rush to export goods before US tariffs kicked in may have also helped. These factors provided a temporary boost but this growth could still slow later due to the high base effect and the impact of global trade issues.

The government, however, remains confident. In its monthly economic report, it said India will continue to withstand trade-related uncertainties thanks to strong domestic demand, steady public investment and easing inflation.

The IMF expects India to grow 6.6% this fiscal year and 6.2% next year.



Dipak Sudhir Manohar

Trade Knowledge
Freight Forwarder

A **Freight Forwarder** is a logistics specialist or service provider who arranges the movement of goods from the exporter's location to the buyer's final destination. They act as a **bridge between exporters and various transportation/logistics channels** such as shipping lines, airlines, trucking companies, customs agents, warehousing operators, etc.

They do not usually own vessels or aircraft; instead, they **coordinate and manage the full export logistics process on behalf of the exporter.**

Why Exporters Prefer Freight Forwarders

- You don't need to understand every shipping rule or port procedure
- Reduces stress and time in handling logistics
- Helps avoid demurrage, detention, port penalties
- Useful for **new exporters** and **experienced exporters scaling up**
- Forwarders sometimes extend **credit facility** for freight charges, helping working capital

Example of Freight Forwarder in Real Export Scenario

A buyer in Germany places an order for 1×20' container of textile products from India:

1. Forwarder picks up cargo from exporter's factory
2. Arranges export packaging, palletizing, fumigation
3. Books container on the best vessel (lowest rate + suitable transit time)
4. Submits documents for customs clearance and ensures SI/VGM filing
5. Issues Bill of Lading after sailing
6. Tracks shipment and coordinates with German agent for arrival and local delivery to buyer

The exporter simply focuses on production and documentation — **the forwarder handles all logistics.**

Activities handled by Freight Forwarder on behalf of the exporter

Role of a Freight Forwarder		
Support Area	**What the Freight Forwarder Does**	**Benefits to Exporter**
Shipping Arrangements	Books space with shipping lines, airlines, transporters	Saves time and ensures timely shipment
Documentation	Prepares/checks commercial invoice, packing list, BL/AWB, certificate of origin, insurance, etc.	Prevents costly document errors
Customs Clearance Assistance	Works with CHA to file shipping bill and clear cargo at port	Smooth clearance without delays
Packaging & Labelling Guidance	Advises export packaging standards, fumigation, marking, IMO labels	Ensures cargo safety and compliance
Cargo Consolidation	Combines LCL cargo with others to reduce cost	Cost-efficient for small shipments
Route & Freight Cost Optimization	Finds best route, transit time, and freight rates	Lower logistics cost and faster delivery
Cargo Tracking	Tracks shipment status until arrival at destination	Transparency & peace of mind
Insurance Support	Arranges marine insurance	Minimizes financial risk of damage/loss
Multimodal Logistics	Sea, air, road, rail, door-to-door delivery	One-stop logistics handling
Global Network	Works with overseas agents for DDP, customs & delivery	Makes exporter comfortable in foreign markets

Tips for Selecting a Freight Forwarder

You may check the below while interviewing a freight forwarder

1. Experience
2. Global Network
3. Port and Route expertise
4. Competitive and transparent freight pricing
5. Timely Communication
6. Client References and Reviews
7. Support for Marine Insurance and
8. Support & Guidance for Risk Management
9. Documentation support
10. Timely submission of documents
11. Accuracy in documentation
12. Memberships, if any are preferred
13. Payment flexibility

WHAT DO FREIGHT FORWARDERS MANAGE?



DID YOU KNOW?

Freight Forwarders are the "architects" of transport, not usually the carriers themselves, offering end-to-end supply chain solutions, often specializing in international trade and risk management.

Product – Paint

Introduction

The Indian paint industry is one of the fastest-growing segments of the chemical sector, driven by rapid urbanization, rising disposable income, construction boom, and increasing demand for home renovation and protective coatings.

With a strong shift from traditional whitewash to premium decorative paints, and from solvent-based to eco-friendly water-based formulations, the domestic market has been expanding steadily year after year.

Supported by advanced manufacturing capabilities, competitive pricing, and improving quality standards, India's paint exports continue to rise, positioning the country as a growing global hub for coatings solutions.



Growth of the Paint Industry in India

The Indian paint industry has witnessed strong and consistent expansion over the past decade. Growth is driven by factors such as rapid urbanisation, housing and infrastructure development, increasing disposable incomes, and rising consumer preference for premium & decorative coatings.

The industry has steadily shifted from traditional distemper to high-performance water-based emulsions, waterproofing solutions, texture paints, automotive coatings, and industrial protective coatings. With innovation in eco-friendly, low-VOC, odour-free and heat-reflective coating technologies, the Indian paint sector is advancing steadily and is estimated to grow at double-digit CAGR over the next 5–7 years, outperforming many other chemical sub-sectors.

The paint industry in India is expanding rapidly both in the domestic market and international exports, supported by strong demand, innovation, and competitive manufacturing strengths.

H.S. Code for Paint

H.S. Code for different types of Paint	
Correct HS Code	Type of Paint
3209	Acrylic / Vinyl wall paint (water-based)
3208 or 3210 (depending on formulation)	Enamel / Oil-based paint
3208	Epoxy, PU, industrial solvent coatings
3208	Automotive coating
3208	Marine paint / Anti-corrosive coating
3214 / 3210 (depending on type)	Primer / Putty / Sealants (wall fillers)



Export Information for Paint	
Information	Details
H.S Code	3208
Trade Policy	Export Permitted Freely
RCMC	Capexil - www.capexil.org
	or FIEO
Government Benefits	Duty Drawback 1.2%
	Interest Subvention (3% for Manufacturers)
	RoDTEP (from 0.7%)
GST (paid to Supplier)	18%
* Check details from www.commerce.gov.in I www.indiantradeportal.in	

Sourcing of Paint

Top Paint Manufacturing States in India (Export-Ready Clusters)		
Rank	State / Region	Key Strength
1	Gujarat	Largest chemical & resin hub, strong export infra
2	Maharashtra	Automotive coatings + strong industrial clusters
3	Tamil Nadu	Decorative + industrial paints, access to ports
4	Karnataka	Industrial coatings, technology-driven production
5	Uttar Pradesh	Large decorative paint market & logistics connectivity
6	Rajasthan	Rapidly emerging paint & raw material cluster
7	Punjab / Haryana	Powder coatings + industrial paint units
8	West Bengal	Strong demand from East India & SAARC export markets
9	Telangana / Andhra Pradesh	Growing manufacturing base with upcoming units

Major Paint Manufacturing Cities & Industrial Clusters

Gujarat

- Vadodara – Industrial, automotive & specialty coatings
- Ankleshwar – Bharuch – Jhagadia (GIDC) – Large chemical & resin-based paint clusters
- Vapi – Sarigam – Umbergaon – Decorative & industrial paints
- Ahmedabad – Sanand – Decorative paint & waterproofing solutions

Maharashtra

- Mumbai – Navi Mumbai – Thane – Major corporate HQ and plants
- Taloja – Panvel – Industrial coatings cluster
- Pune – Chakan – Ranjangaon – Automotive coatings & powder coatings
- Nagpur – Expanding decorative paints hub

Tamil Nadu

- Chennai – Sriperumbudur – Oragadam – Automotive & marine coatings
- Coimbatore – Decorative & industrial paints
- Hosur – Powder coatings & manufacturing base

Karnataka

- Bengaluru – Peenya – Bommasandra – Industrial & powder coatings
- Mangalore – Marine and protective coatings

Uttar Pradesh

- Kanpur – Decorative paints
- Ghaziabad – Noida – Rapidly growing paint & PU coatings production
- Lucknow – Trade sourcing hub

Rajasthan

- Jaipur – Alwar – Bhiwadi – Decorative & industrial coatings

West Bengal

- Kolkata – Howrah – Paints for SAARC & Bangladesh export markets

Telangana / Andhra Pradesh

- Hyderabad – Patancheru – Expanding paints & inks manufacturing
- Vishakhapatnam – Marine-focused paint manufacturers

DID YOU KNOW?

Herbal paints are used for walls and serve as eco-friendly, non-toxic alternatives to synthetic paints, made from natural ingredients like plant extracts, minerals and other by products

Application of Paint

Applications of Various Types of Paints		
Type of Paint	Base / Composition	Main Applications / Where It Is Used
Acrylic Paint	Water-based polymer	Interior & exterior walls, ceilings, concrete, plaster, metal, wood; waterproofing & weather-resistant coatings
Vinyl Paint	Vinyl acetate copolymer (water-based)	Commercial & residential walls, ceilings, drywall; high-washability surfaces in schools, hotels, hospitals
Emulsion Paint	Water-based with binders	Interior walls, exterior walls, bathrooms & kitchens; preferred for home and real estate projects
Enamel Paint	Oil / solvent-based with alkyd resin	Doors, windows, metal surfaces, railings, machinery, wood furniture—areas requiring hard glossy finish
Epoxy Paint	Two-component resin + hardener	Industrial floors, factories, warehouses, garages, marine tanks, chemical plants, protective coatings
Polyurethane (PU) Paint	Polyurethane resin — single or 2-component	Automobiles, aircraft, appliances, furniture, flooring, marine & yacht finishing (high gloss + abrasion resistance)
Latex Paint	Water-based synthetic latex binder	Interior walls, exterior walls, drywall, ceilings; commonly used in residential and commercial buildings
Oil-Based Paint	Linseed + alkyd binder (solvent-based)	Metal structures, outdoor wood, grills, gates—high-durability applications but slower drying
Metallic Paint	Pigmented with metallic flakes	Automobiles, bikes, helmets, appliances, decorative surfaces
Textured Paint	Sand, quartz, polymer additive	Exterior facades, feature walls, hotels, malls—architectural decorative patterns
Cement Paint	Cement-based powder mixed with water	External walls, boundary walls, rough cement surfaces; moisture and weather resistant
Chlorinated Rubber Paint	Chlorinated polymer + solvent	Swimming pools, marine equipment, industrial flooring—water & chemical resistance
Heat-Resistant Paint	Silicone / epoxy / ceramic additives	Chimneys, furnaces, boilers, ovens, engines—exposure to high temperature
Anti-Corrosive Paint	Zinc / red oxide / epoxy primers	Bridges, pipelines, industrial machinery, marine structures—prevents rusting
Powder Coating (Paint)	Dry powder cured by heat	Automotive parts, metal furniture, appliances, aluminium profiles—scratch and chemical resistance

Countries where Paint can be exported

Countries where India exports Paint		
Continent	Region	Countries Importing Paint from India
Asia	South Asia	Nepal, Bangladesh, Sri Lanka, Bhutan, Afghanistan
	ASEAN / Southeast Asia	Indonesia, Malaysia, Vietnam, Thailand, Philippines, Singapore, Cambodia, Myanmar
	East Asia	China, South Korea, Japan
	West Asia / Middle East	United Arab Emirates, Saudi Arabia, Oman, Qatar, Kuwait, Bahrain, Iraq, Jordan
Africa	East Africa	Kenya, Tanzania, Ethiopia, Uganda, Rwanda
	West Africa	Nigeria, Ghana, Ivory Coast, Senegal, Togo
	Central Africa	Cameroon, Congo, Angola
	Southern Africa	South Africa, Botswana, Zambia, Zimbabwe, Mozambique
Europe	Western Europe	United Kingdom, Germany, France, Netherlands, Belgium, Italy, Spain, Portugal
	Eastern Europe	Poland, Romania, Bulgaria, Czech Republic, Hungary, Serbia
	Northern Europe	Sweden, Denmark, Norway, Finland
North America	—	United States of America (USA), Canada
Central & South America	Central America	Mexico, Costa Rica, Guatemala, Panama
	South America	Brazil, Chile, Argentina, Peru, Colombia, Ecuador
Oceania	—	Australia, New Zealand, Fiji, Papua New Guinea
Small Island / Caribbean Markets	—	Mauritius, Maldives, Seychelles, Trinidad & Tobago, Jamaica, Barbados

Quality Parameters and Export Standards

Quality Parameters and Certificates required for exporting Paint			
Region / Country	Mandatory / Regulatory Requirements	Quality / Safety Parameters Checked	Common Certificates Accepted for Trade
European Union (EU)	REACH Compliance, CLP Regulation, VOC Directive, SDS (16 sections)	VOC emissions, heavy metals, toxic solvents, bio-resistance, flammability, durability	CE Mark (for specific products), REACH Certificate, RoHS (if applicable), EN Standards, ISO 9001 / 14001
United Kingdom (UK)	UK REACH, SDS, COSHH Regulations	VOC limits, chemical restriction list, labelling & warning symbols, fire class	UKCA (specific categories), ISO 9001, SDS, VOC Certificate
United States (USA)	EPA / TSCA, OSHA SDS, CARB (for California), ASTM standards	VOC content, hazardous air pollutants (HAPs), lead content, coatings durability	ASTM Test Reports, SDS (OSHA format), ISO 9001, UL (for specific categories)
Canada	WHMIS / HPR SDS, Environment Canada regulations	VOC levels, toxicity, bio-resistance, surfactant biodegradability	SDS, VOC test reports, ISO 9001, CGSB (for construction coating)
Middle East (GCC – UAE, Saudi Arabia, Oman, Qatar)	GSO Standards, SASO (KSA), ESMA (UAE), SDS	Weather resistance, UV resistance, salt spray test, corrosion resistance	SASO CoC, ESMA Certification, GSO Standards Certificate, ISO 9001 / 45001
Africa (South Africa, Kenya, Nigeria, Egypt etc.)	SONCAP (Nigeria), KEBS (Kenya), NRCS (South Africa), SDS	Film thickness, adhesion, washability, durability, corrosion resistance	SONCAP CoC, KEBS CoC, NRCS CoC, ISO 9001
ASEAN (Indonesia, Malaysia, Vietnam, Thailand)	SDS, VOC norms, local chemical inventory rules	VOC emission level, solvent toxicity, washability, gloss & colour retention	SIRIM (Malaysia), QCVN (Vietnam), SNI (Indonesia), ISO 9001 / 14001
Australia & New Zealand	AICIS Registration, SDS	VOC, toxicity, weather resistance, compliance to AS/NZS performance standards	SDS, ISO 9001, AICIS Listing Confirmation
Latin America (Brazil, Mexico, Chile)	SDS in local language, INMETRO (sometimes), chemical registration	VOC levels, adhesion, weather resistance, gloss retention	INMETRO (Brazil), NOM Certification (Mexico), ISO 9001

Packaging of Paints

Packaging Norms for Paint			
Continent / Region	Country / Major Markets	Preferred Packaging Type	Mandatory Packaging / Labelling Requirements
Middle East (GCC / West Asia)	UAE, Saudi Arabia, Oman, Qatar, Kuwait, Bahrain	1L, 4L, 5L, 20L metal cans / pails; 200L drums for industrial	Arabic + English labels, batch no., MRP not required, manufacturing & expiry date, hazard symbols, UN packaging for solvent-based paints
South Asia	Nepal, Bangladesh, Sri Lanka	1L, 4L, 10L, 20L cans/pails; 200L drums for industry	English labels + local language preferred; manufacturing/expiry date required
ASEAN / Southeast Asia	Indonesia, Malaysia, Vietnam, Thailand, Philippines	1L, 4L, 5L, 20L cans; intermediate bulk containers for industrial paints	GHS labels (pictograms), VOC information, UN packaging for flammable items
Africa – West & East	Nigeria, Kenya, Ghana, Tanzania, Ethiopia, South Africa	1L, 4L, 20L plastic pails; 200L steel drums for industry	GHS labels, batch number, production date, warnings; some African countries require scratch stickers with QR authentication
Europe	Germany, UK, France, Spain, Italy, Netherlands	0.5L–5L metal / plastic cans; 20L industrial pails; 200L drums	REACH compliance, complete SDS, CLP pictograms, VOC content displayed, child-resistant closure for some retail items
North America	USA & Canada	1 US gallon / quart, 5 gallon pails, 55-gallon drums	OSHA GHS labels, EPA warnings, flammability class displayed, UN packaging for solvent-based
Central & South America	Mexico, Brazil, Chile, Peru, Colombia	1L, 4L, 20L cans; plastic pails common in tropical areas	Spanish / Portuguese labels, batch code, manufacturing & expiry date; customs require SDS copy
Australia & New Zealand	Australia, New Zealand	1L, 2L, 4L cans; 15–20L pails; 200L drums	AICIS compliance number, GHS pictograms, environmental disposal warning
Island / Small Markets	Fiji, Mauritius, Maldives, Trinidad & Tobago	1L, 4L, 10L & 20L paint buckets; drums for industry	Tropical climate suitability mention, corrosion-resistant pail lining recommended, UV-protection label optional

Profit Margins

1. From 8% to 50% for general paints
2. High Profit margins for customized paint
3. High profit margin for marine & industrial paint

Add to the paint: (needed for tints and colors)

1. Colors / Pigments / solvent / binders etc
2. Organic / Inorganic / Metallic
3. Match batch

Shipping & Handling

Shipping and Handling	
Requirement	Applies To
UN Packaging (UN Marking + certificate)	Solvent-based paints, flammable coatings
MSDS / SDS (16 sections)	All countries
IMO Declaration	Marine shipments of solvent-based paints
Temperature Control	Premium coatings in hot climate markets



States of India - Products & Sourcing Guide

Top Exporting States of India

Products and Sourcing Guide – Series 4

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

Introduction

Sourcing is a cornerstone for exporters looking to compete effectively in global markets, as it directly affects product quality, cost efficiency, and timely delivery. India offers unique strengths for exporters, including a diverse raw material base, skilled workforce, traditional craftsmanship, and advanced manufacturing capabilities, making it a reliable sourcing destination. While sourcing, exporters must carefully

- evaluate supplier credibility,
- product quality standards,
- production capacity,
- pricing,
- compliance with international regulations, and
- reliability of delivery timelines.

Strategic sourcing not only ensures consistency and cost-effectiveness but also strengthens the exporter's ability to meet global market demands, maintain brand reputation, and foster long-term business growth.

1. Odissa

Odisha, situated on India's eastern coast, plays a vital role in strengthening the country's industrial and export economy. Endowed with abundant mineral resources such as iron ore, bauxite, coal, and chromite, the state contributes significantly to India's steel, aluminium, and energy sectors.

Industrial hubs like Angul, Jharsuguda, Rourkela, and Jajpur have attracted major investments from leading manufacturing and metallurgical companies, positioning Odisha as a powerhouse of heavy industry. With strategic maritime infrastructure including Paradip, Dhamra, and Gopalpur ports, the state serves as a critical export gateway for minerals, metals, marine products, and petrochemicals.

Odisha's agriculture and fisheries sectors also add to its export strength, with marine products like shrimp and fish being in high demand globally. Moreover, its rich handicraft and handloom heritage—exemplified by Sambalpuri sarees, Pipli applique, and Cuttack filigree—contributes to India's cultural economy and rural livelihoods.

Through continuous industrialization, infrastructure growth, and diversification into renewable energy and food processing, Odisha is emerging as a key driver of India's manufacturing, export, and overall economic growth.

Top Export Destinations For Products from West Bengal	
Importing Countries (indicative list)	
U.S.A.	Belgium
Bangladesh	Spain
China	Singapore
U.A.E.	Saudi Arabia
Netherlands	Nepal
Germany	Hong Kong
U.K.	South Korea
Japan	Australia
Italy	Thailand
Vietnam	Philippines
Source: DGCI&S	



State of Odissa - Sourcing Guide

District / City	Major export products / industries (typical export hub items)	ODOP (One District One Product)	G.I.-tagged product(s) (state / district level)
Jagatsinghpur / Paradeep (port)	Metallurgical cargo, aluminium ingots & products, mineral concentrates (export via Paradip Port)	—	—
Bhadrak / Dhamra (port)	Minerals, steel inputs, bulk dry cargo (exports via Dhamra/nearby ports); marine products from district	Fish / Marine products.	—
Ganjam / Gopalpur (port)	Marine products (shrimp, fish), textiles (tussar silk / handlooms), cashew / seafood exports	Handloom / allied crafts.	Gopalpur Tussar Silk; Berhampur Patta
Angul / industrial belt	Aluminium, alumina, bulk metallurgical products (smelters & refineries nearby)	Terracotta	—
Keonjhar (Kendujhar)	Iron ore and other minerals (major mining district → exports/DOM supply)	—	—
Sundergarh / Rourkela	Steel products, iron & steel inputs (Rourkela industrial hub)	—	—
Jajpur	Steel inputs, industrial intermediates, ferroalloys (industrial clusters)	—	—
Cuttack	Handloom (Maniabandha handloom), silver filigree (Tarakashi), small-scale manufactured goods	Handloom of Maniabandha; Silver Filigree (Tarakashi)	—
Bhubaneswar (state capital / services)	IT/services exports, education & service exports (growing)	—	—
Balasore	Marine products, stone craft, engineering goods (close to ports and fishing clusters)	Marine product; Stone Craft	—
Kendrapara	Marine & fish products (strong coastal fisheries → exports of seafood)	Fish / Marine product	—
Koraput	Tribal & hill agricultural produce — Koraput coffee, Kala Jeera rice; speciality forest products	Coffee / tribal produce	Koraput Kala Jeera rice; Kotpad handloom; Koraput coffee
Sambalpur	Handloom (Bomkai / local textiles), agricultural produce & downstream products	Handloom	Bomkai sari; Sambalpuri/Bomkai weaving traditions
Bargarh	Handloom (power-loom & artisan sarees), agro-products (onion in some pockets)	Handloom	—
Balangir (Patnagarh area)	Horticulture (dragon fruit exports noted recently), cotton/handloom	Onion / Handloom	—
Puri / Pipli	Handicrafts, applique (Pipli), stone carving tourism crafts → export / handicraft shipments	Handicraft / applique clusters	Pipli Applique Work; Konark stone carving
Kandhamal	Spices — Kandhamal turmeric (regionally famous)	—	Kandhamal Turmeric
Ganjam / Berhampur	Handloom (Berhampur Patta), cashew/seafood (exports)	—	Berhampur Patta ; also local textile

* Data as per DGCI&S

Ports and ICDs of Odissa

Paradip	Sea Port
Dhamra Port	Sea Port (Bhadrak)
Balasore	ICD
Jajpur	ICD
Bhuvaneshwar	ICD

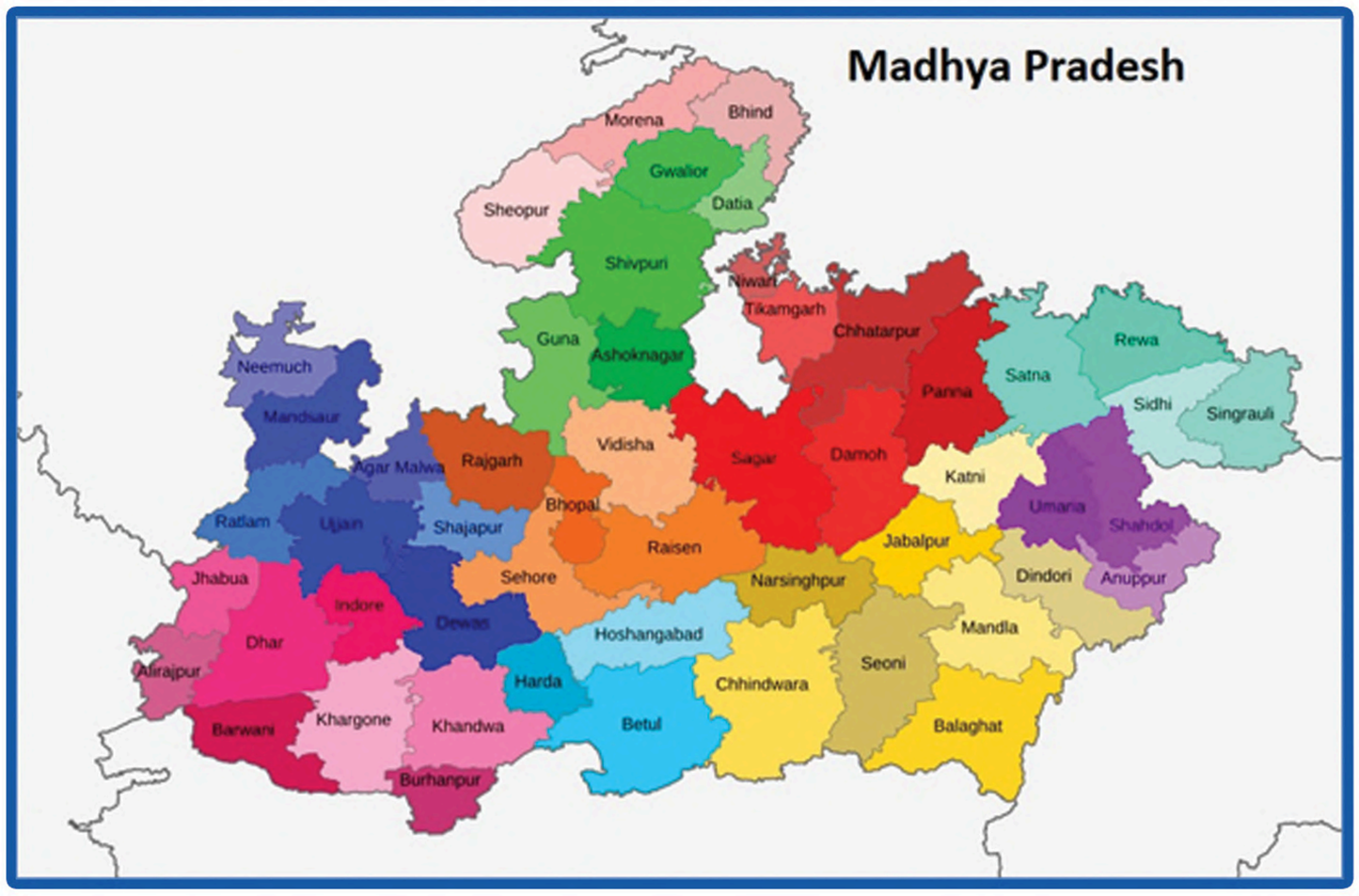
2. Madhya Pradesh

Madhya Pradesh, often called the “Heart of India,” plays a vital role in the nation’s economic growth through its rich natural resources, strong industrial base, and robust agricultural output.

The state is one of India’s leading producers of soybean, pulses, wheat, and oilseeds, contributing significantly to the country’s food and edible oil security. With abundant mineral reserves, it also supports India’s mining and manufacturing sectors, producing manganese, limestone, coal, and bauxite. Industrially, Madhya Pradesh has become a hub for pharmaceuticals, auto components, engineering goods, textiles, and processed foods, supported by industrial corridors like Pithampur, Mandideep, and Malanpur.

Its strategic central location enables seamless connectivity for exports across India and to global markets through nearby ports. The state’s ODOP (One District One Product) initiative and focus on agro-based and MSME industries have further enhanced employment and rural enterprise.

With exports exceeding ₹66,000 crore in FY 2024–25, and major markets including the USA, Bangladesh, France, and the UAE, Madhya Pradesh continues to strengthen India’s export competitiveness and contribute meaningfully to national GDP growth.



State of Madhya Pradesh - Sourcing Guide

District / City / Town	Major export products	ODOP (One District One Product)	G.I. (Geographical Indication) — GI-tagged products
Indore	Pharmaceuticals, machinery, chemicals, processed foods	Potato	Leather Toys of Indore
Dhar (incl. Bagh)	Handicrafts (block-printed textiles), some agro-processing;	Bagh Print / textile craft	Bagh Print
Ashoknagar / Chanderi	Handloom sarees (Chanderi weaving), textiles & handloom exports.	Chanderi handloom	Chanderi Sarees
Khargone / Maheshwar	Handloom (Maheshwari sarees), cotton/silk textiles;	Handloom Products	Maheshwar Sarees & Fabrics
Ujjain	Agro-products (onion/processed food), some textiles & engineering.	Onion	Local handicrafts (Batik / traditional prints)
Jhabua	Meat Product	Kadaknath Chicken	Black Chicken meat
Jabalpur	Engineering goods, minerals/stone, processed agro;green pea & stone Craft	Green pea	--
Bhopal	Pharmaceuticals, food processing (soy/wheat/gram), government & services supporting exports.	Soybean and Wheat	Sharbati Ghau (Wheat)
Gwalior	Engineering goods, sandstone & building stone, agro goods; Carpets	Sandstone / stone products	Hand-made Carpets
Ratlam	Textiles, processed foods, engineering & SME clusters; active ODOP showcase region.	--	Ratlami sev
Dharampuri / Morena	Agricultural snacks & food specialties (Ratlami sev / gajak from region).	--	--
Datia & Tikamgarh	Handicrafts, metalware, small industrial clusters.	Handicrafts	Bell Metal Ware of Datia & Tikamgarh
Sagar	Agro & food processing, textiles, small engineering exports.	--	--
Rewa	Agro & food processing, minerals (regional exports).	Food product for Rewa	--
Burhanpur	Textiles (weaving, zari), cotton textiles & related exports.	Textile Zari and weaving	--
Gond	Art work using Natural Dyes	Painting	Gond Painting

Top Export Destinations For Products from Madhya Pradesh

Importing Countries (indicative list)	
U.S.A.	Belgium
Bangladesh	Spain
China	Italy
U.A.E.	Vietnam
Netherlands	Turkey
France	Singapore
Saudi Arabia	Indonesia
U.K.	Egypt
Germany	Nepal
Russia	Canada

Source: DGCI&S

Ports in Madhya Pradesh

ICD / Dry Port name	Location (District / near city)
Tihi Multimodal Logistics Park (ICD / CONCOR terminal)	Near Rau / Indore (Tihi), Indore district
Mandideep ICD (CONCOR)	Mandideep, Raisen (near Bhopal)
Pithampur / Pithampur ICD (ICD / CONCOR -Pithampur-Indore)	Pithampur / Indore (Dhar/Pithampur industrial area)
Dhannad (Pegasus / ICD Dhannad, Pithampur-Indore road)	Dhannad (Pithampur-Indore), Indore district
Malanpur ICD	Malanpur (Gwalior/Bhind area), Bhind/Gwalior district
Ratlam (CONCOR / ICD facility listed)	Ratlam district (western MP)
Pawar Kheda / Kheda ICD (small/low traffic)	(Kheda area – near Dhar / Khargone)
Devi Ahalya Airport	Indore
Raja Bhoj Airport	Bhopal

3. Rajasthan

Rajasthan, the largest state of India by land area, is known for its rich cultural heritage, royal history, and diverse geography ranging from the Thar Desert to fertile agricultural belts.

Beyond tourism and heritage, Rajasthan plays a significant role in strengthening the Indian economy through its strong industrial, agricultural, and mineral base.

The state is India’s largest producer of marble, sandstone, and limestone and is home to rich reserves of zinc, gypsum, copper, and lignite, making it one of the nation’s key contributors to the mining and mineral sector. Rajasthan is also a major hub for textiles, gems and jewellery, handicrafts, blue pottery, carpets, leather goods, and block-printed fabrics, supplying both domestic and international markets.

The state has emerged as a leading center for renewable energy, especially solar and wind power, supporting India’s clean energy transition. With rapidly developing infrastructure, industrial corridors, logistics parks, and export-oriented clusters, Rajasthan continues to boost trade and investment, contributing substantially to national GDP, employment generation, and export growth.



State of Rajasthan - Sourcing Guide			
District / City / Town	Major export products (typical hubs)	ODOP (One District One Product)	G.I.-Tagged products (from Rajasthan)
Jaipur (city)	Gems & jewellery, apparel & textiles, blue pottery (handicrafts), gems processing	Moong/Peanut/food-processing & handicrafts	Blue Pottery (Jaipur); handicraft
Jodhpur	Handicrafts, marble/stone products, processed foods, textiles & leather goods; Jeera (Spice)	Jeera / spice or district ODOP listed for Jodhpur region	Jodhpuri Bandhej
Bikaner	Namkeen & snack foods (Bikaneri Bhujia), handloom/embroidery, wool products	Moth / Namkeen / snack cluster	Bikaneri Bhujia ; Usta craft & Bikaner embroidery
Ajmer	Marble & granite (stone processing / exports), handicrafts	Rose / Marble & Granite appear in Ajmer	--
Kota (district / town)	Textiles (Kota Doria sarees & dress material), chemical/petrochemical intermediates (industrial)	Kota Doria / textile clusters	Kota Doria - textile
Bhilwara	Textile manufacturing (synthetics, yarn, ready-made garments) — major textile export hub	Maize / maize-based products	--
Alwar	Food-processing (onion), chemical & bulk industrial products (industrial estates)	Onion	--
Udaipur	Handicrafts, gemstone cutting & polishing (small), marble & stone work, furniture	--	Molela Clay Work / some textile crafts
Jhalawar	Spices, stone, agricultural processed products	Stone & agri processing	--
Sirohi / Pali	Marble & granite (Sirohi), textiles & hosiery (Pali), leather & hosiery exports	Sirohi / Pali — stone and textile clusters	--
Chittorgarh	Jaggery; granite ; stone exports	Jaggery	--
Barmer	Pomegranate ; regional handicrafts / wool	Pomegranate	--
Data as per DGCI&S			

Top Export Destinations For Products from Rajasthan	
Importing Countries (indicative list)	
USA	Canada
UAE	Thailand
UK	Saudi Arabia
Germany	Nepal
France	Bhutan
Netherlands	Indonesia
Australia	Mauritius
Italy	Nigeria
Switzerland	Poland
Singapore	Chile
Source: DGCI&S	

Ports and ICDs of Rajasthan	
Place	Type
Bhagat Ki Kothi - Jodhpur	ICD & CONCOR
Rajsico - Alwar / Bhiwadi	ICD
Thar - Barmar	Dry Port
Kathuwas (Alwar)	Multi-Modal Logistics Park

DID YOU KNOW?

Bhimbetka, Madhya Pradesh, cave paintings used natural pigments, primarily red, white, yellow, green, orange, etc., derived from minerals like hematite (red), limestone (white), and chalcedony (green).

Country - Kenya

Republic of Kenya

Kenya, officially the Republic of Kenya, is a country located in East Africa. With an estimated population of more than 53.3 million as of mid-2025 Kenya is the 27th-most-populous country in the world and the 7th most populous in Africa.

Kenya's capital and largest city is Nairobi.

The second-largest and oldest city is Mombasa, a major port city located on Mombasa Island.

Going clockwise Kenya is bordered by South Sudan to the northwest, Ethiopia to the north, Somalia to the east, the Indian Ocean to the southeast, Tanzania to the southwest, and Lake Victoria and Uganda to the west.

The country is a member of the United Nations, the Commonwealth, World Bank, International Monetary Fund, World Trade Organization, COMESA, International Criminal Court, as well as several other international organizations. It is also a major non-NATO ally of the United States.

United Kingdom	
Basic Information	**Details**
Language	Swahili; English
Countries & Respective Capitals	Nairobi
Currency	Kenyan Shilling (KES)
	100 INR = 143.80 KES
	1 USD = 129.20 KES
Major Cities	Nairobi; Mobasa; Nakuru; Kisumu; Eldoret; Thika; Ruiru; Kitare; Milindi
Time Day Light Saving Time Zones	3.30 behind India No East African Time Zone
Income Group	Lower-middle Income Group
Indian Population	1,10,000


Sudan
Ethiopia
Lake
Turkana
Somalia
GREAT RIFT
VALLEY
Uganda
Kenya
MT. KENYA
Lake
Victoria
Nairobi
MASAI MARA
PRESERVE
Mombasa
Indian
Ocean
Tanzania


India
Kenya

India – Kenya Bilateral Trade Relations

India - Kenya Bilateral Trade	
India Exports to Kenya	**Kenya Exports to India**
Rice	Dried Legumes
Packaged Medicaments	Tea
Refined Petroleum	Carbonates
Raw Sugar	Coffee
Industrial Preparation Machines	Scrap Copper
Tractors	Scrap Iron
Other Edible Preparations	Chemical Fertilizers
Vehicles	Scrap Aluminium
Agricultural Products	Wool
Steel and Steel Products	Tea & Coffee Extracts
Electrical & Electronic Equipments	Raw Zinc
Plastics	Titanium Ore
Cotton Yarn	Other Zinc Products

DID YOU KNOW?

Kenya is a global leader in tea, primarily exporting CTC black tea, which drives significant foreign exchange, with major buyers like Pakistan, Egypt, and the UK

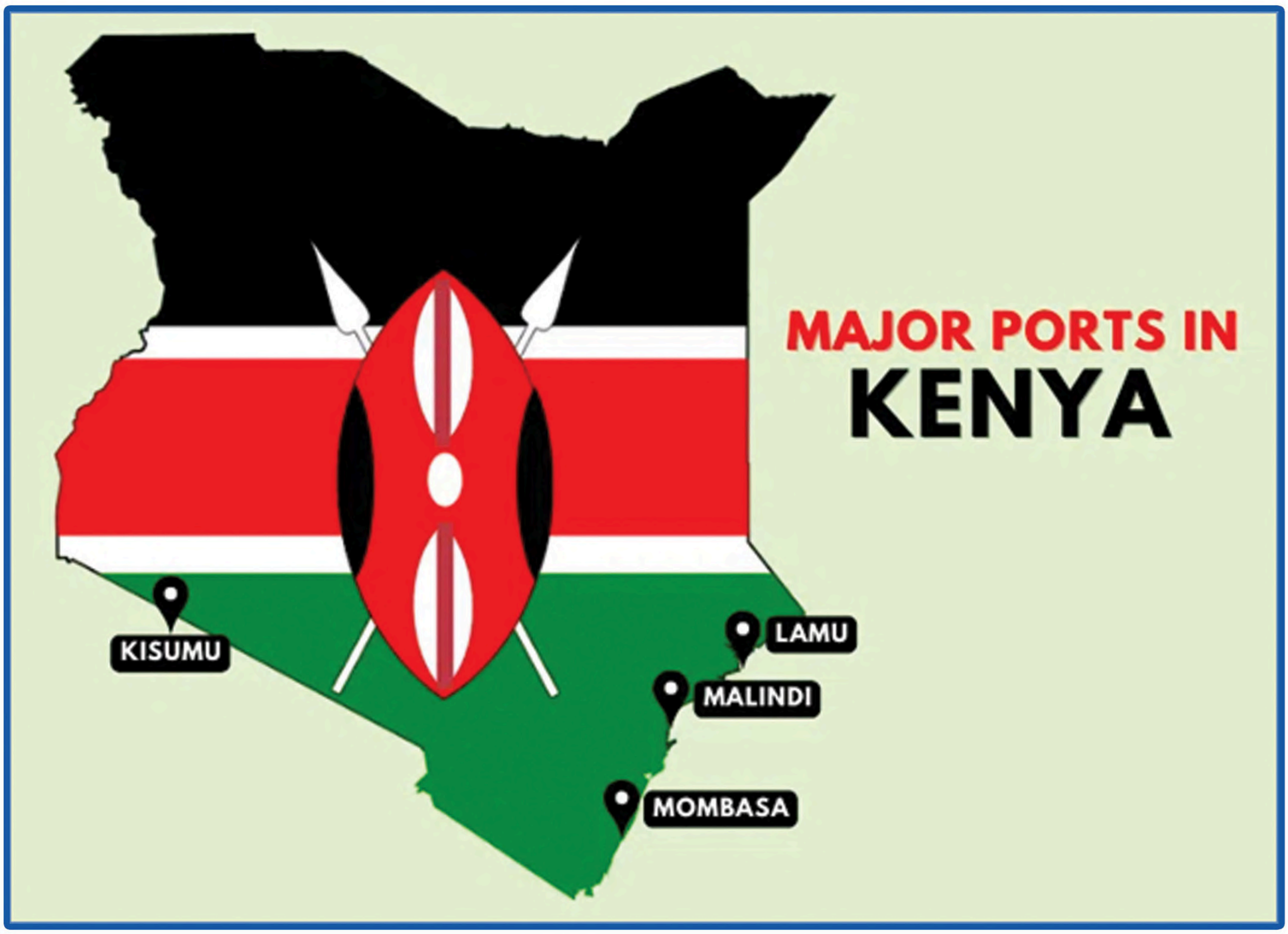
Certificates and Documents Required to Export to Kenya

Documents and Certificates required for exporting to Kenya			
Sector	Certificate / Requirement	Issuing Authority in India	Requirement by
Textile & Apparel	Certificate of Origin (COO)	DGFT / Chambers	Kenya
	Certificate of Conformity (CoC – PVoC)	SGS / Intertek / Bureau Veritas	Kenya
	Fabric Testing Report (if needed)	NABL-accredited labs	Kenya (case-specific)
	AZO-free / Chemical Safety Certificate	Textile Testing Labs	Buyer / Kenya (product-specific)
Plastics & Plastic Products	Certificate of Conformity (CoC)	SGS / Intertek / BV	Kenya
	Certificate of Origin	DGFT / Chambers	Kenya
	BIS/ISI Mark (if under mandatory list)	BIS India	India
Leather & Footwear	Certificate of Origin	DGFT / Chambers	Kenya
	Certificate of Conformity (CoC)	SGS / Intertek / BV	Kenya
	Leather Quality/Finish Certificate	CLRI / NABL labs	Buyer requirement
	Fumigation Certificate (for wooden packaging)	Authorized fumigation agencies	Kenya
Gems & Jewellery	Certificate of Origin	GJEPC / Chambers	Kenya
	Valuation Certificate	GJEPC-approved valuers	India
	Export Declaration Form	Indian Customs	India
	Kimberley Process Certificate (for rough diamonds)	GJEPC (KPCS Authority)	Mandatory globally
Pharmaceuticals	Certificate of Pharmaceutical Product (COPP)	CDSCO / State FDA	Kenya
	GMP Certificate	CDSCO / State FDA	Kenya / India
	Certificate of Analysis (CoA)	Manufacturer QC Lab / NABL Lab	Kenya
	Free Sale Certificate (FSC)	State FDA	Kenya
	Label Compliance Declaration	Manufacturer	Kenya
	Certificate of Origin	DGFT	Kenya
Cosmetics & Personal Care	Certificate of Conformity (CoC)	SGS / Intertek / BV	Kenya
	Free Sale Certificate	State FDA	Kenya
	Ingredient Safety Declaration	Approved Laboratory	Kenya
	Certificate of Origin	DGFT	Kenya
Agricultural Products & Food Items	Phytosanitary Certificate	Plant Quarantine Dept / APEDA	Kenya
	Fumigation Certificate (grains, pulses, wood packaging)	Approved fumigation agencies	Kenya
	Non-GMO Certificate (soybean, maize, etc.)	Accredited Labs	Kenya (commodity-specific)
	Health Certificate (for processed foods)	Export Inspection Council (EIC)	Kenya
	Veterinary Certificate (animal products)	State Animal Husbandry Dept	Kenya
	Aflatoxin / Pesticide Residue Report	NABL-accredited Food Labs	Kenya
	Certificate of Origin	DGFT	Kenya
Manufactured Goods (General)	Certificate of Origin	DGFT / Chambers	Kenya
	Certificate of Conformity (CoC – PVoC)	SGS / Intertek / BV	Kenya
	Technical Standards Compliance Certificate	BIS / NABL Labs	Buyer / Kenya (if regulated)
	Commercial Invoice & Packing List	Exporter	India / Kenya
	MSDS (Chemical products)	Manufacturer	Kenya (if hazardous)
	ISO Certificates (optional)	Accredited Certification Body	Buyer requirement
General Exports (All Sectors)	Certificate of Origin (mandatory from July 2025)	DGFT	Kenya
	Insurance Certificate (for CIF shipments)	Insurance Company	Buyer requirement
	Bill of Lading / Air Waybill	Shipping Line / Airline	India / Kenya
	Commercial Invoice	Exporter	India & Kenya

Useful Business Websites in Kenya

For Business in United Kingdom	Websites
Kenya National Chamber of Commerce and Industry (KNCCI)	https://www.kenyachamber.or.ke
Kenya Private Sector Alliance (KEPSA)	https://kepsa.or.ke/ (kepsa.or.ke)
Kenya Association of Manufacturers (KAM)	https://kam.co.ke/ (kenyahctz.org)
Fresh Produce Exporters Association of Kenya (FPEAK)	https://fpeak.org
Kenya Flower Council (KFC)	https://fpeak.org
Joint Kenya-Arab Chamber of Commerce and Industry (JKACCI)	https://www.kenyaarabchamber.com
British Chamber of Commerce Kenya (BCC-Kenya)	https://bcckenya.org/
Indo-African Chmaber of Commerce & Industries	https://indoafrican.org
Tendata — Kenya Importers & Exporters Database	https://www.tendata.com/data/kenya_importers.html
B2B Business Map - Kenya Business Directory	https://b2bmap.com/kenya

Major Seaports in Kenya



Question & Answer

Question 1:
What is Packaging?
Vijay Meena, Dhiwan, Rajasthan

Answer:

Packaging in international trade refers to the materials, containers, and methods used to contain, protect, handle, deliver, and present goods that are being shipped across international borders.

It is a critical component of the global supply chain, serving multiple functions beyond just holding the product.

Proper packaging ensures that products survive the rigors of long-distance, multi-modal transport and comply with international regulations.

Type	Description	Primary Purpose	Common Examples
Primary (Consumer)	The immediate layer that contains the product.	Protection from environment (light, moisture) and consumer use/appeal.	Bottles, jars, cans, wrappers, tubes.
Secondary (Group)	Groups individual primary packages.	Physical protection, easier handling, branding, and display at retail.	Cardboard cartons holding multiple cans, shrink-wrapped cases.
Tertiary (Transit/Export)	Groups secondary packages for shipping and consolidation.	Withstanding the rigors of international transport, handling, and storage.	Corrugated boxes, wooden crates, pallets, and shipping containers.[14]

Question 2:
What registrations and documents are required for exporting from India?

Answer:

Documents required for export from India include the Importer-Exporter Code (IEC), commercial invoice, packing list, and shipping bill. You will

also need a bill of lading (or airway bill for air cargo) and a certificate of origin. Depending on the product and destination, other documents like an export license, insurance certificate, and various quality/health certificates may be necessary.

Essential documents

- Importer-Exporter Code (IEC): Mandatory for all exporters in India.
- GST Registration: Required for goods and services export.
- AD Code Registration: A code from your bank to handle foreign exchange transactions.
- Commercial Invoice: Details the transaction, including buyer/seller information and product value.
- Packing List: Provides detailed information on the contents, weight, and dimensions of the shipment.
- Shipping Bill (or Bill of Export): Your authorization from Indian Customs to export goods.
- Bill of Lading / Airway Bill: A contract of carriage and a receipt for the goods, serving as proof of shipment.
- Certificate of Origin: Verifies the country where the goods were manufactured.

Other potential documents

- Export License: Required for restricted goods.
- Letter of Credit or Purchase Order: A payment guarantee or export contract.
- Insurance Certificate: Covers the goods against loss or damage during transit.
- Inspection/Quality Certificates: Required for specific products, such as FSSAI license for food items or Phytosanitary certificates for

agricultural products.

• Export Promotion Council (EPC) Registration: Optional but recommended for accessing benefits and incentives

Question 3:
What are a few Important tips while Importing into India?
Shiva Kesari, Deogarh, Jharkhand

Answer:

Important tips and steps for importing product in India:

• IEC GST

• HS Code and Description of the product

• Import Duty

• Verification of the Supplier

• Issue of Purchase Order

• Inspection of the Product before customs clearance

• Arranging Finance

• Costing for India

• Quality and Packgaing as per Indian standards

• Making payment in foreign currency to the supplier

• Get Bill of Entry after the cargo is cleared by customs.

Question 4:
How to determine pricing of a product before exporting?
Anand Mewada, Mehsana, Gujarat



Answer

1. **Calculate all your costs**

   • Direct and indirect costs: Include everything from production and packaging to marketing and financing.

   • Export-specific costs: Add costs for international shipping, insurance, tariffs, customs fees, and bank charges.

   • Indirect costs: Exclude cost elements that don't benefit the export function, such as domestic advertising.

   • Incoterms: Factor in the different responsibilities and costs associated with each Incoterm, such as FOB (Free On Board) or CIF (Cost, Insurance, and Freight).

2. **Check the outgoing prices for your product**

3. **Check the importing prices through your competitors' markets**

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Product- **Water Pumps**
Country- **South Africa**



Khilan Zalavadiya

Location- **Upleta**
Product- **Plastic Rope**
Country-**UAE,Australia**



Rajan Vekariya

Location-**Ahmedabad**
Product- **Onion- Industrial Salt & Granites**
Country-**Malaysia,Bangladesh, China**



Niraj Bhasin

Location- **Delhi**
Product- **Ayrvedic Products**
Country- **Vietnam,Indonesia**



Dimple Surati

Location-**Surat**
Product- **Coconut Shell Powder**
Country- **Netherlands**

Student's Placement By - iiiEM



Aditya Gonawala

Location- **Surat**
Job Location- **Surat**
Designation- **Logistics Executive**
Industry-**Export Import**



Nirmal Patel

Location- **Rajkot**
Job Location- **Mehsana**
Industry-**Manufacturing & Exporter**



Rahul Kothari

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



Devang Kamdar

Location- **Nagpur**
Job Location- **Nagpur**
Designation- **Export Operation Executive**
Industry-**Manufacturer & Exporter**



Tanay Shroff

Location- **Mumbai**
Job Location- **Mumbai**
Designation- **Export Executive**
Industry-**Exporter**

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MERRY CHRISTMAS

NUMBER OF

Trade Agreements

Across 30 Economies

Fueled by post-Brexit trade agreements, the UK leads its peers with 39 deals. How do other economies from this year's Sustainable Trade Index stack up?



Source:
WTO 2025.

THE SUSTAINABLE TRADE INDEX measures the ability of 30 economies to balance global trade with long-term economic, societal, and environmental priorities.

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