FROST & SULLIVAN

Can India Become Europe's Most Strategic Chemical Partner?

India–EU Free Trade Agreement: Chemical Value Chain Opportunities

INDIA–EU FTA: A HIGH IMPACT TRADE SHIFT

- Boosts access for 99% of India's export basket.
- Cuts tariffs on 90%+ of EU goods entering India.
- EU exporters to potentially save approximately EUR 4 Billion every year in duties on European products.
- **For chemicals: Tariffs reduced from up to 22% → 0%** for almost all chemical exports to the EU.

EU IMPORT HOTSPOTS - INTERMEDIATES & SPECIALTIES (TOP 5 COUNTRIES)

GERMANY
- **Amino naphthols & phenol:** 12–13M USD
- **Ether alcohol derivatives:** 14–15M USD
- **Aromatic monocarboxylic acid derivatives:** 20–23M USD
- **Long term potential:** amino aldehydes, ketones, quinones, triazines

ITALY
- Ethyl acetate: 11–12M USD
- Sulphonamides: 12–13M USD
- Aromatic monocarboxylic acid derivatives: 11–12M USD
- Acetic Acid Ester: 9-10M USD
- Amino Alcohol Phenol: 9-10M USD
- Aromatic Monocarboxylic Acid Derivatives: 9-10M USD
- Long term potential: heterocyclic compounds, ether alcohols

NETHERLANDS
- Carbon black: 11–12M USD
- Sulphonamide: 14–15M USD
- Long term potential: cyclic hydrocarbons, carbon black

SPAIN
- Heterocyclic lactams: 40–41M USD
- Carbon black: 10–11M USD
- Amino acid derivatives: 9–10M USD
- Nitrile compounds: 11–12M USD
- Long term potential: carbon black, ether alcohol derivatives

BELGIUM
- Nucleic acids & heterocyclic compounds: 15–16M USD

Source: Global Trade Algorithmic Intelligence Center

INDIA'S TOP CHEMICALS EXPORT CLUSTERS (INTERMEDIATES & SPECIALTIES) TO THE EU

01	Nitrogen heterocyclic compounds:	8,000–8,100M USD
02	Heterocyclic compounds:	7,000–7,100M USD
03	Petroleum oil preparations:	7,300–7,500M USD
04	Carboxyamide compounds:	490–500M USD
05	Nucleic acids & Heterocyclic compounds:	470–480M USD
06	Heterocyclic lactams:	135–140M USD
07	Triazine compounds: :	60–62M USD

Source: Global Trade Algorithmic Intelligence Center

VALUE CHAIN OPPORTUNITIES (INTERMEDIATES & SPECIALTIES)

Intermediates
- Carbon black
- Ethyl acetate
- Acetic acid esters
- Cyclic hydrocarbons
- Ethylene/propylene derivatives
- Aromatic monocarboxylic acid derivatives
- Amino naphthols
- Phenols
- Sulphonamides
- Nitrile compounds
- Amino acid derivatives

Specialties
- Heterocyclic compounds
- Lactams
- Nucleic acids
- Triazines
- Amino aldehydes, ketones, quinones
- Advanced ether derivatives

EXAMPLES OF INDIAN COMPANIES ALIGNED WITH EU DEMAND GAPS

Integrated Petrochemicals (Ethylene/Propylene)
Reliance | IOCL | BPCL

Aromatics & Phenol Chain
Reliance | Aarti Industries
Deepak Phenolics | India Glycols

Chlor Alkali & Vinyls
GACL | Chemplast Sanmar | GNFC | GSFC

Specialty Intermediates
Balaji Amines | Alkyl Amines Chemicals
Manali Petrochemicals | Supreme Petrochem

Engineering Plastics / Polycarbonate
Haldia Petrochemicals

Note: This is a non-exhaustive companies list.

INDIA–EU SYNERGY SNAPSHOT

Benefits for EU Buyers	Benefits for Indian Producers
Lower landing costs	Zero tariff market entry
Reliable and diversified supply	Portfolio expansion into EU driven segments
High purity, regulated chemical products	Higher utilisation of export oriented capacities
Wider access to intermediates and specialties	Long term supply partnership potential

OPPORTUNITY SNAPSHOT

- Cost advantage from 0% tariffs
- Strong EU demand for intermediates
- Import momentum in specialty chemicals
- Growth in heterocyclic families
- Collaboration potential with EU downstream industries

To understand the strategic actions Indian chemical companies should take next, request for:
Frost & Sullivan's Strategic Recommendations for India's Chemical Industry

E-mail: saenquiries@frost.com

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