



# GLOBAL FOOTPRINT INDIA 2ND LARGEST EXPORTER OF AGROCHEMICALS

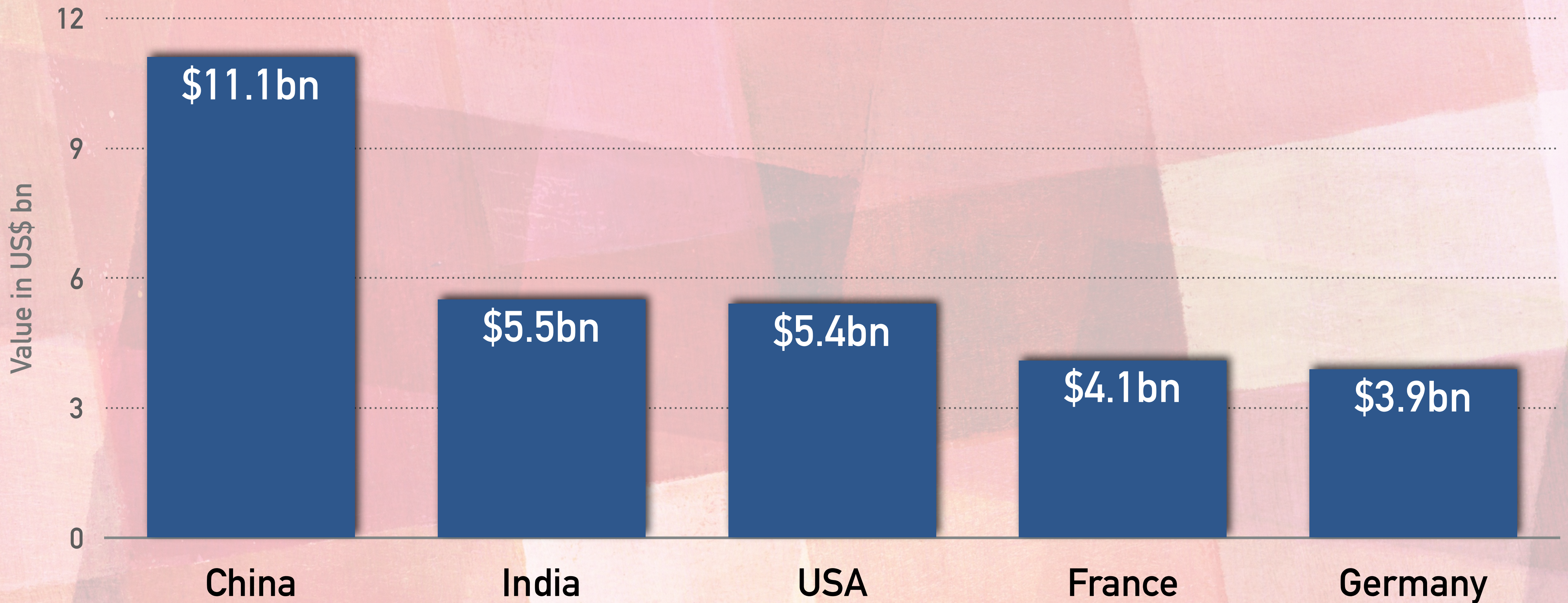
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*Harish Mehta, Senior Advisor, Crop Care Federation of India, New Delhi*  
*15<sup>th</sup> December, 2023*





# TOP 5 COUNTRIES IN AGROCHEMICALS EXPORT (2022)

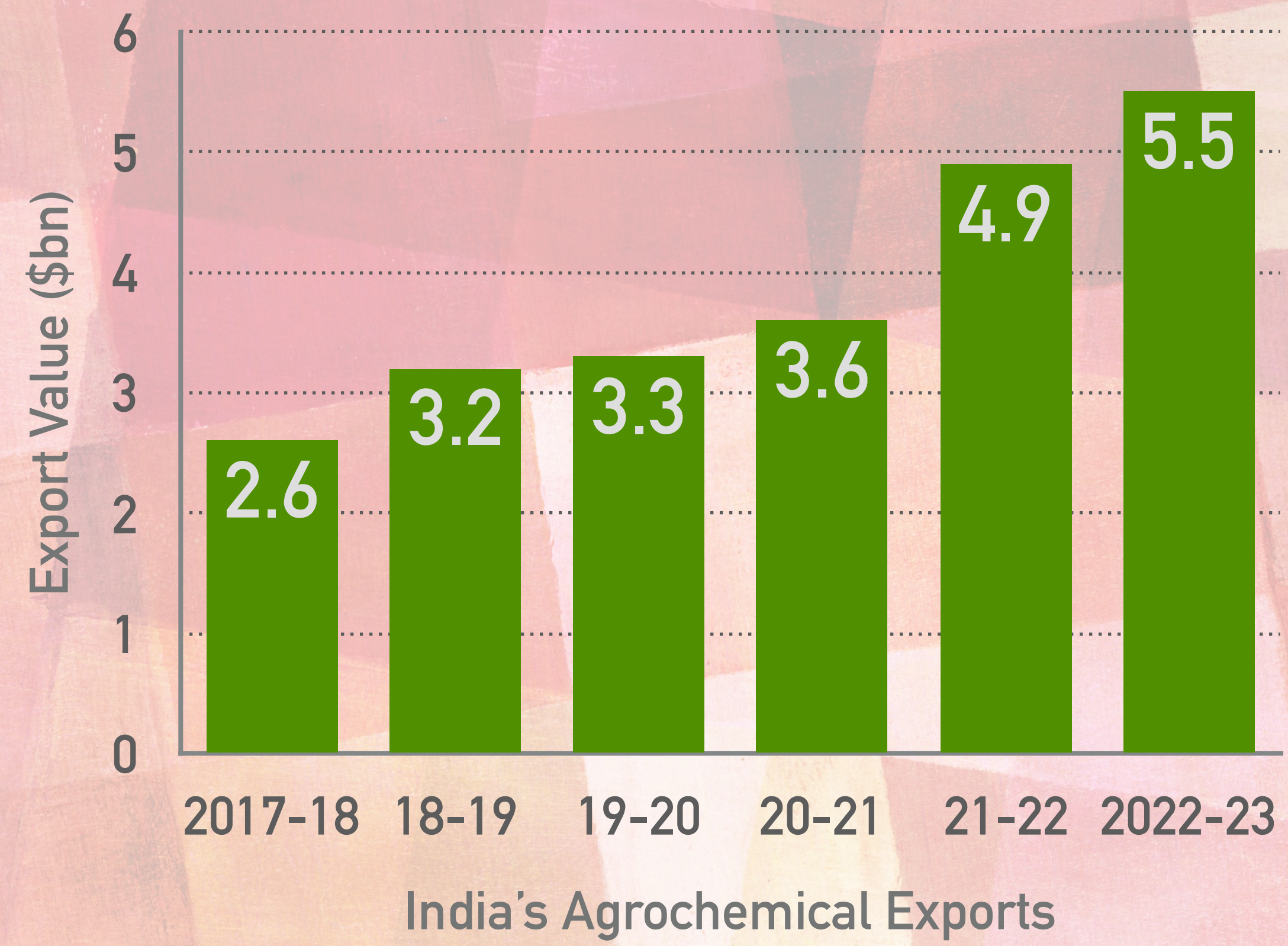


Source: World Trade Organization





# INDIAN AGROCHEMICAL EXPORTS REACH NEW HEIGHTS



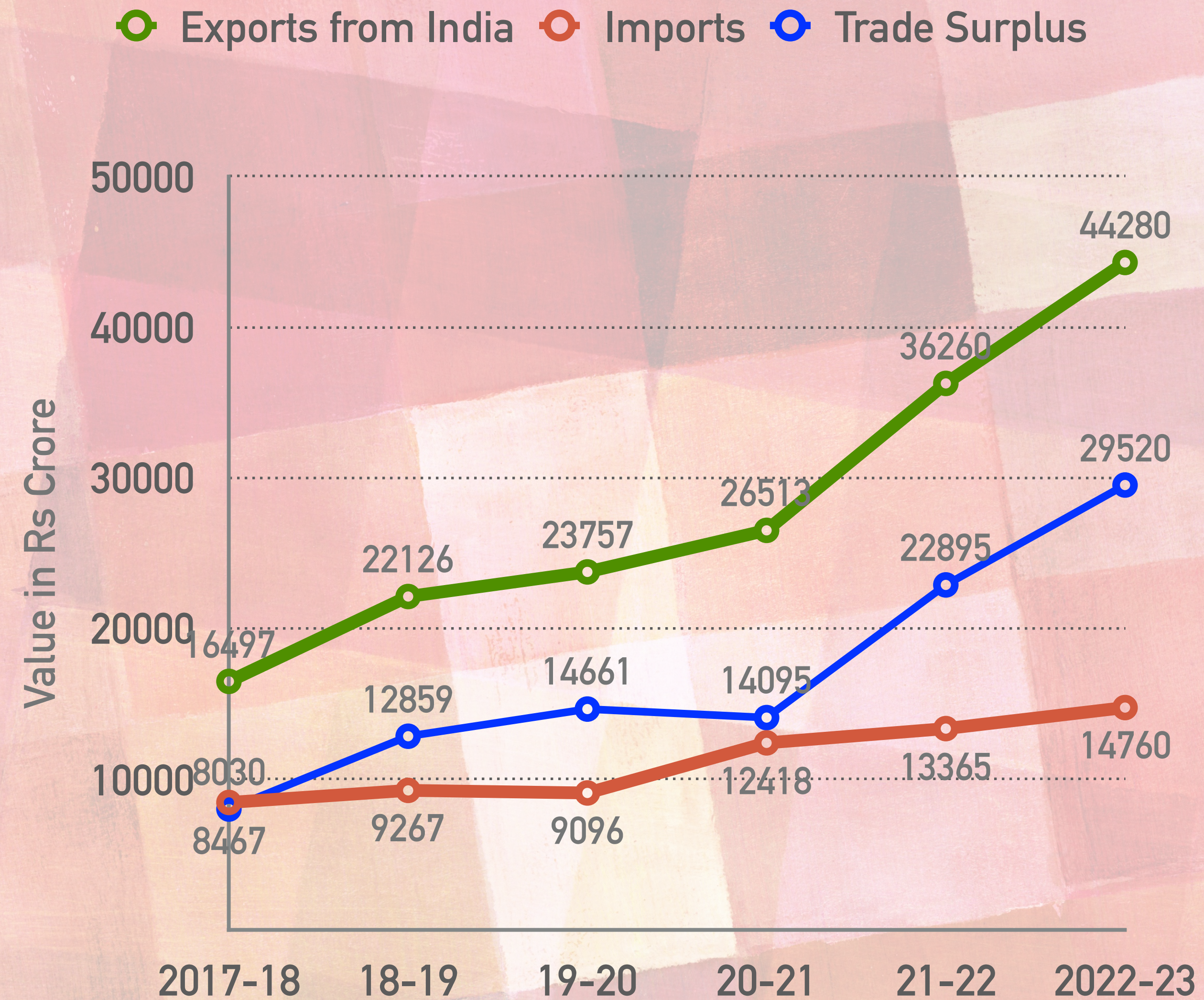
- India's agrochemical exports reached a new high of **US\$5.5 bn** for the financial year 2022-23 from US\$ 4.9 bn in 2021-22 ~ USD 10bn in next 3 years
- India has emerged as the **2nd largest exporter** of agrochemicals in the world. 10 years ago, the rank was 6th.
- The **USA** is the largest buyer of Indian made agrochemicals followed by **Brazil & Japan**.
- Indian made agrochemicals are used in over **150 countries** worldwide.
- Globally the agrochemicals market is estimated to be US\$78 bn, almost 75% of this is of **post-patent products**.



# SURGING IMPORTS A CAUSE OF CONCERN



- With advance in technology by Indian Companies India can reduce import and increase export by judicious use of agrochemicals in the domestic market.
- Indian Companies investments are in establishing larger and new production facilities to cater to the domestic and global markets.
- Backward integration, capacity expansion and new registrations would foster the growth of Indian agrochemical industry.





# FOCUS AS MANUFACTURING HUB



- ▶ 45% of the growth witnessed by agrochemical industries in India, was driven by exports.
- ▶ India uses only 0.3 kg/Ha of agrochemicals as compared to the global average of 2.6 Kg/Ha.
- ▶ Indian industry concentrates on process innovation, makes superior quality pesticides at affordable price.
- ▶ Indian companies introduced Organo Phosphorus pesticides to fight the European manufacturers.
- ▶ Manufacturing by Indian companies, broke the monopoly by producing higher purity pesticides at competitive price.





# LOGISTIC ADVANTAGE FOR FAST TRACK EXPORTS



- The pandemic years followed and shipping from ports in China was affected.
- Even today, volatility in India is far less than in China.
- Major manufacturing plants located in coastal states like Gujarat, Maharashtra, Tamil Nadu etc. gives distinct advantage in logistics.
- The customs clearance framework and become more liberal to fast tract exports.
- Governance, geopolitical fragmentation has had significant positive impact on the complexity of supply chains.
- CAROTAR 2020 notification to ensure non-circumventing source of supplies



# LEADERS IN INNOVATION TO REDUCE MANUFACTURING COST



- Indian manufacturers have innumerable examples of innovation
- Gharda Chemicals of India invented new process using Green Chemistry (Safe products) and even German company had to copy the Indian process
- Indian company UPL started manufacturing Bifenthrin it was 98% pure and captured a big share of market.
- Indian scientist and engineers are equal to the best in the world they can produce pesticide of superior quality at a most competitive prices.

Price of Imported pesticides when first introduced vs when registration were issued to local companies			
Product	Price of imported product (Rs/kg)	Price of locally produced product (Rs./kg)	% Price reduction to farmers
Sulfosulfuron 75% WG	48,148	14,815	<b>70%</b>
Acetamiprid 20% SP	6,380	800	<b>87%</b>
Thiamethoxam 25% WG	4,000	1,100	<b>72%</b>
Deltamethrin 2.8%EC	3,000	400	<b>86%</b>
Clodinafop 16% WP	4,375	1,875	<b>57%</b>
Imidacloprid 17.8% SL	3,000	700	<b>76%</b>
Cypermethrin 25% EC	1,500	400	<b>73%</b>
Isoproturon 75% WP	700	200	<b>71%</b>
Bispyribac 10% SC	8,000	4,000	<b>50%</b>



# ASSURED INTERNATIONAL QUALITY



- The Insecticides act, 1968 was introduced to regulate the import, manufacture, sale, transportation and distribution of insecticides to prevent harm to human life, environment and animals alike.
- Most of imported agrochemicals are imported under 'OTHERS' category, making it impossible to know the composition and the constituents of the imported products.
- Currently there are total 1138 pesticides (318 Technical Grade and 820 Formulations), almost 90% are being imported under 'OTHERS' category for agrochemicals.
- Mandatory regulation from 1st October 2023, CAS number and IUPAC name with description and details of active ingredients, composition would deter importers to import undeclared agrochemicals or under wrong classification.
- The proposal to assign 8 digit HSN code would ensure monitoring of all products & their quality.





# HEAVY INVESTMENT ON R&D: SECURING GLOBAL PATENTS

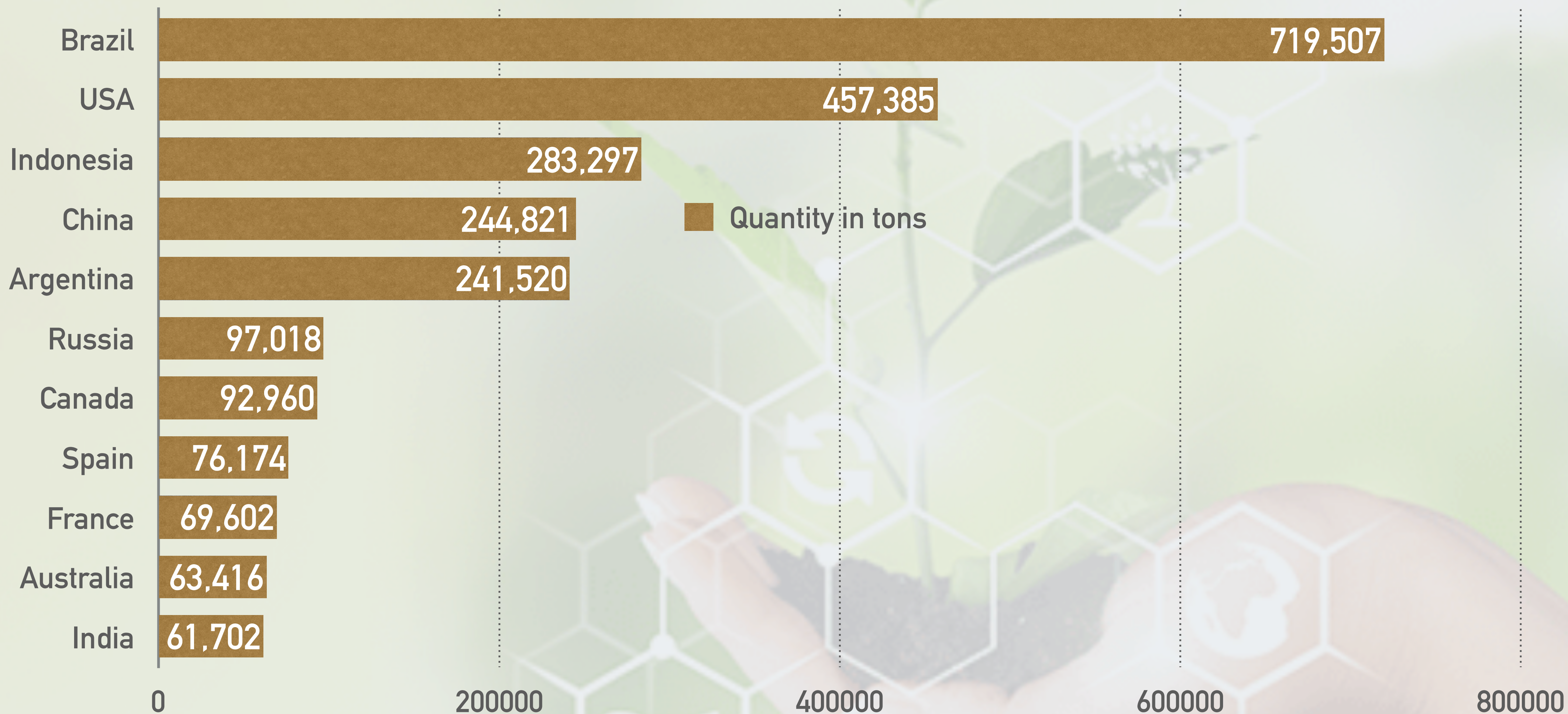


- A lot of investment has been made on Research and Development (R&D) by Indian Corporates to innovate newer products and for sustainable quality.
- Forcing foreign funded environmental activists to constantly innovate to keep pace with Indian manufactures.
- There are number of good companies in India, who have very strong R & D departments, they are able to get patents for their process and formulations.
- With brilliant scientists and engineers, they are ready with more products in future.
- Almost 5.5% of turnover spent on R&D by Indian companies in India.



# PESTICIDE CONSUMPTION

## AMONG MAJOR AGRI PRODUCING COUNTRIES







# TRAINING ON OPTIMAL USE

- The Proper guidelines are issued and farmers need to follow instruction strictly.
- Agrochemicals are required mainly for crops like paddy, cotton, sugarcane, wheat, tea, fruits and vegetables.
- We educate farmers and their contract labour on the dosage, spraying techniques and use of only recommended pesticides.
- We also distribute free PPE safety Kits sponsored by our members. Over 1,00,000 kits distributed across India.
- We have the largest data base of farmers collated over the years. These ensure optimal use on crops meant for export.
- The chances of rejection of any food consignment are also minimized.



# NGOS TARNISHING OUR IMAGE

- Indian agrochemical industry is progressing very fast.
- Indian agriculture as a whole is going through false propaganda by foreign funded NGOs.
- Indian farmers are able to have high production with minimum use of pesticides.
- Demonstrations are conducted in farmers field and we have proved that farmers in India may not be well qualified but they are intelligent and hardworking.





# FALSE NARRATIVE BY IMPORTING LOBBY

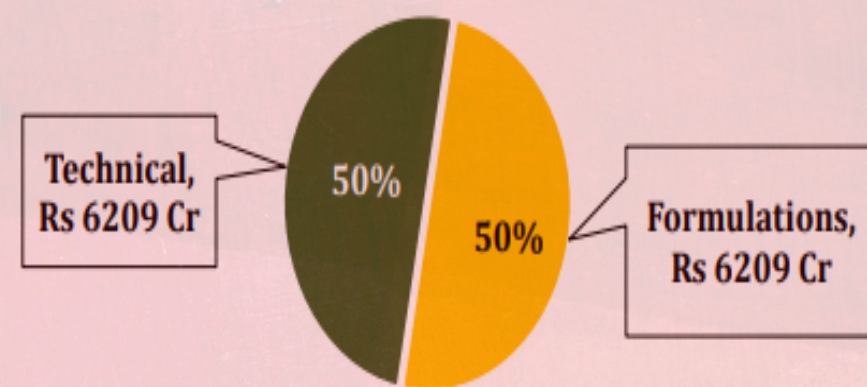


## India's Agrochemicals Import. Alarming share of Formulations



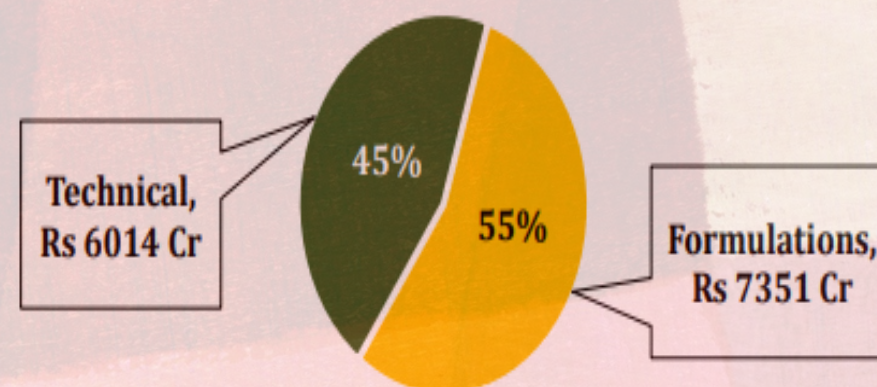
Crop Care Federation of India

India's Agrochemical Import for 2020-21



Total Agrochemical Import: Rs 12,418 Cr

India's Agrochemical Import for 2021-22



Total Agrochemical Import: Rs 13,365 Cr

Source: 1. Total import data from Ministry of Commerce Database 2. Industry sources for breakup of technical and formulation import

- False propaganda about indiscriminate use of pesticides, poor quality produced, high residues of pesticides (< 2.3%) in food & commodities.
- Importing lobby (who have hardly any manufacturing facility) influencing the Government policy, hampering Atmanirbhar Bharat through Make in India.
- On false justification of giving data protection even after expiry of the patent Indian industry have to face hardships
- As a champion sector the Indian industry has already submitted a proposal to include agrochemicals under Production Linked Incentive (PLI) scheme





**CROP CARE FEDERATION OF INDIA**

60 GLORIOUS YEARS OF MAKING IN INDIA  
FOR INDIA AND FOR THE WORLD

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**THANK YOU**

*Over to screening of video  
"THE UNSUNG CHAMPION"*