



# PLEXCONNECT

EDITION 72, OCTOBER 2025

**PRODUCT OF THE MONTH** Pg No. 23  
Ball point pens

Pg No. 34  
**GLOBAL TRENDS & INNOVATIONS**



**THE NEW COMMITTEE OF ADMINISTRATIONS** Pg No. 11

**INTERVIEW OF INDUSTRY LEADER** Pg No. 27

**Mr. Vimalchand Jugraj Rathod**  
Managing Director  
Flair Writing Industries Ltd.

**STATE PROFILE** Pg No. 30  
Karnataka



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**"PLEXCONCIL WILL BE CELEBRATING ITS PLATINUM JUBILEE ALONG WITH THE EXPORT EXCELLENCE AWARDS ON 7TH NOVEMBER 2025 IN MUMBAI. THIS MILESTONE MARKS 70 YEARS OF PROMOTING INDIAN EXPORTS ON THE GLOBAL STAGE."**

## **EXPANDING HORIZONS: DRIVING INDIA'S PLASTICS INDUSTRY TOWARDS GLOBAL EXCELLENCE**

India's plastics exports continued their growth trajectory in August 2025, reaching USD 1,094 million - a 2.8% increase over August 2024 USD 1,065 million. Cumulatively, exports during Apr - Aug 2025 stood at USD 5,353 million, marking a 6.6% rise compared to USD 5,021 million during the same period last year. The continued growth of the Indian plastics industry, even in challenging global conditions, reflects its resilience and the strong worldwide demand for our offerings.

In August 2025, the export performance across different plastic product categories showed a mixed trend, with certain sectors registering growth while others experienced a slowdown. Among the top performers were FIBC, woven sacks, woven fabrics, and tarpaulins, which recorded the highest gains. This was followed by notable increases in exports of human hair and related products, consumer and houseware items, as well as packaging products.

I am pleased to share that the India-European Free Trade Association (EFTA) Trade and Economic Partnership Agreement (TEPA) came into effect on 1st October 2025. This landmark agreement opens up a nearly USD 18 billion market for plastics in EFTA countries, which include Switzerland, Norway, Iceland, and Liechtenstein. EFTA remains a key economic bloc in Europe, with Switzerland emerging as India's largest trading partner in the region, followed by Norway. This development presents significant opportunities for the Indian plastics industry to expand its footprint and strengthen economic engagement with Europe.

We continue to view the United States as a key strategic trade partner. With constructive discussions and close en-

gagement between both governments, we are confident that future arrangements will further strengthen India-US economic relations and open new avenues for growth. We are hopeful that these negotiations will conclude soon, as efforts are underway to reduce high tariffs and create a more favourable trade environment.

Additionally, negotiations for new Free Trade Agreements are set to open doors for Indian exports in high-potential markets across European Union, as well as countries like Qatar, Oman and New Zealand. This broader diversification will allow exporters to expand their reach, reduce dependence on single markets, and build long-term resilience.

We are delighted to share that Plexconcil will be celebrating its Platinum Jubilee along with the Export Excellence Awards (FY 2023-24 & 2024-25) on 7th November 2025 in Mumbai. This milestone marks 70 years of promoting Indian exports on the global stage. We take this occasion to reaffirm our commitment to the Indian plastics industry and to continue driving its growth and global reach to new heights. Plexconcil has actively promoted Indian plastics on the global stage, organising the India Pavilion for the first time at PACK EXPO 2025, Las Vegas (Sept 29-Oct 2, 2025). Additionally, conducted key events, including a webinar on the "Trade Connect" e-Platform with focus on India-UK CETA and a virtual EXIM training on navigating the USA tariff landscape and export market selection.

As we move forward, Plexconcil remains committed to supporting the Indian plastics industry in expanding its global footprint, enhancing trade opportunities, and fostering sustainable growth. By leveraging emerging markets, strategic partnerships, and innovative platforms, we aim to ensure that India's plastics sector continues to thrive on the world stage.

Warm regards,  
**Chairman, PLEXCONCIL**



### EXHIBITIONS

#### **September 29th to October 2nd, 2025: India Pavilion at PACK EXPO 2025, Las Vegas, USA**

Plexconcil has organised the India Pavilion for the very first time at PACK EXPO 2025 at Las Vegas, USA, from September 29th to October 2nd, 2025.

PACK EXPO 2025 is one of the premier global events for the packaging and processing industry. It brings together professionals from across the world to explore the latest innovations and build meaningful business connections. Key highlights of the event include:

- 🔴 Over 2,300 exhibitors showcasing cutting-edge packaging and processing solutions
- 🔴 Participation from 35,000+ professionals representing more than 40 industry verticals
- 🔴 100+ on-floor educational sessions led by renowned industry thought leaders
- 🔴 Numerous networking events designed to foster partnerships and professional growth

The India Pavilion was inaugurated by H.E. Dr. K.J. Srinivasa, Consul General, Consul General of India, Los Angeles, USA and interacted with all the Indian companies and also met with the organisers discussing about expanding the show next time for the Indian companies at the pack expo.

The India Pavilion had 10 leading Indian companies participating under the India Pavilion and exhibited a wide array of innovative and high-quality Indian products. As the global packaging and processing landscape continues to evolve, participation in PACK EXPO International offers Indian businesses a strategic platform to stay ahead of the curve, enhance visibility, and strengthen their global footprint.



### MEETINGS WITH VARIOUS STAKEHOLDERS

#### **03rd September 2025: Meeting with Commissioner - Air Cargo, Chennai with regard to export of Human Hair | Southern Region**

Shri. Ruban Hobday, Regional Director-South along with few exporter members met with Shri. Dr. M. G. Thamizh Valavan, Principal Commissioner of Customs, ACC-Chennai and clarified the queries raised by a few officers regarding stopping genuine exports. The exporters also briefed the Principal Commissioner about the difference between Raw Hair and Remy & Non-Remy extensions which will help the Customs and also to continue the smooth exports from Chennai Air Customs.



### **4th September 2025: Meeting with DoC, Govt of India | Western Region**

Mr. Sribash Dasmohapatra, Executive Director and Ms. Bharti Parave, Dy. Director participated in a Virtual Meeting chaired by Ms. Petal Dhillon, Jt. Secretary, DoC to deliberate on tariff and non-tariff concerns with New Zealand on Plastics exports from India.

### **09th September 2025: Virtual Stakeholder consultation meeting about implementation of Polypropylene (PP) Materials for Moulding and Extrusion (IS 10951:2020) (Quality Control) Order | Eastern Region**

The virtual Stakeholder consultation meeting about implementation of Polypropylene (PP) Materials for Moulding and Extrusion (IS 10951:2020) (Quality Control) Order was held under the Chairmanship of JS(Petrochemicals), DCPC. Mr Sachin Shah, Vice Chairman - PLEXCONCIL, Mr Nilotpal Biswas, RD joined the meeting and gave necessary inputs.

### **12th September 2025: Virtual Stakeholders consultation meeting - India-ASEAN Product Specific Rules (PSR) | Eastern Region**

The Virtual Stakeholders consultation meeting on India-ASEAN Product Specific Rules (PSR) was organised by DCPC. Mr Nilotpal Biswas, RD joined the meeting and submitted industry inputs.

### **12th September 2025: Virtual Stakeholder consultation on Quality Control Order of Ethylene Vinyl Acetate (EVA) Copolymers (IS 13601:1993) | Western Region**

The Virtual Stakeholder consultation on Quality Control Order of Ethylene Vinyl Acetate (EVA) Copolymers (IS 13601:1993) meeting was held under the Chairmanship of JS(Petrochemicals), DCPC. Mr Sribash Dasmohapatra, Executive Director, Mr Nilopal Biswas, Regional Director, Ms Bharti Parve, Dy Director joined the meeting and discussed on the industry representations.

### **12th September 2025: Roadshow on doing Business with Russia | Western Region**

Mr. Sribash Dasmohapatra, Executive Director attended the ITE Group's roadshow at the JW Marriott in Mumbai on September 12, 2025, to foster India-Russia trade and provide insights into the Russian market for Indian SMEs in different sectors like construction-tech, health-pharma, and Plastics. The event provided the platform to explore the growing India-Russia trade opportunities, with insights from global leaders, market experts, and policy voices.

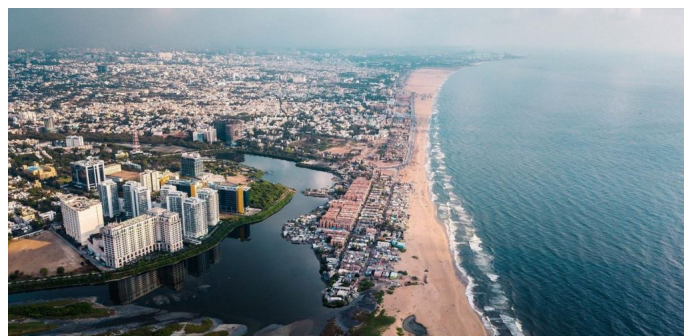
### **12th September 2025: Sectoral review of the Rubber and Plastics industry functioning under MEPZ - Tamil Nadu | Southern Region**

Sectoral review of the Rubber and Plastics industry functioning under MEPZ - Tamil Nadu meeting was held at R.O. Chennai on 12th September 2025, wherein Mr. S. Satish Kumaran, Asst. Development Commissioner, MEPZ-Chennai and their team outlined the specific focus on Tamil Nadu and the MEPZ SEZ, covering industry trends, trade data, policy framework and sustainability. They sought Council's guidance and data support in the following areas:

- 🔴 Industry evolution and technical milestones
- 🔴 Raw material availability and consumption patterns
- 🔴 Tamil Nadu-specific industry mapping and employment generation
- 🔴 Import/export trade statistics
- 🔴 Policy initiatives and their impact on skill development & growth

Additionally, they explored the possibility of collaboration with Plexconcil to attract new investments in the plastics industry.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director gave necessary inputs and recommendations for the betterment of the industry.





## ★ COUNCIL ACTIVITIES

**18th September 2025:**

### **Virtual Meeting with Indian Embassy in Russia | Western Region**

The meeting was chaired by Mr Anurag Nayan, Second Secretary, Economic & Commercial Wing, Embassy of India, Moscow, Russia and the Council was represented by Mr Sribash Dasmohapatra, Executive Director, Mr Nilopal Biswas, Regional Director, Ms Bharti Parve, Dy Director. The objective of the meeting was to discuss the possibility of organising a BSM in Moscow, Russia in order to increase the trade of exports of plastic products.

**25th September 2025:**

### **Virtual Stakeholders Meeting on import of Plastic Products | Eastern Region**

The Virtual Stakeholders Meeting on import of Plastic Products was held under the Chairmanship of JS(Petrochemicals), DCPC. Mr Nilotpal Biswas, RD joined the meeting and provided necessary information on imported plastic products.

**25th September 2025:**

### **Virtual Second Stakeholder consultation about implementation of Polypropylene (PP) Materials for Moulding and Extrusion (IS 10951:2020) (Quality Control) | Western Region**

The Virtual Second Stakeholder consultation meeting about implementation of Polypropylene (PP) Materials for Moulding and Extrusion (IS 10951:2020) (Quality Control) was held under the Chairmanship of JS(Petrochemicals), DCPC. Mr Sachin Shah, Vice Chairman - PLEXCONCIL, Mr Nilotpal Biswas, Regional Director and Ms Bharti Parve, Dy. Director joined the meeting online and submitted industry inputs.



## WEBINARS / SEMINARS / TRAINING PROGRAMS

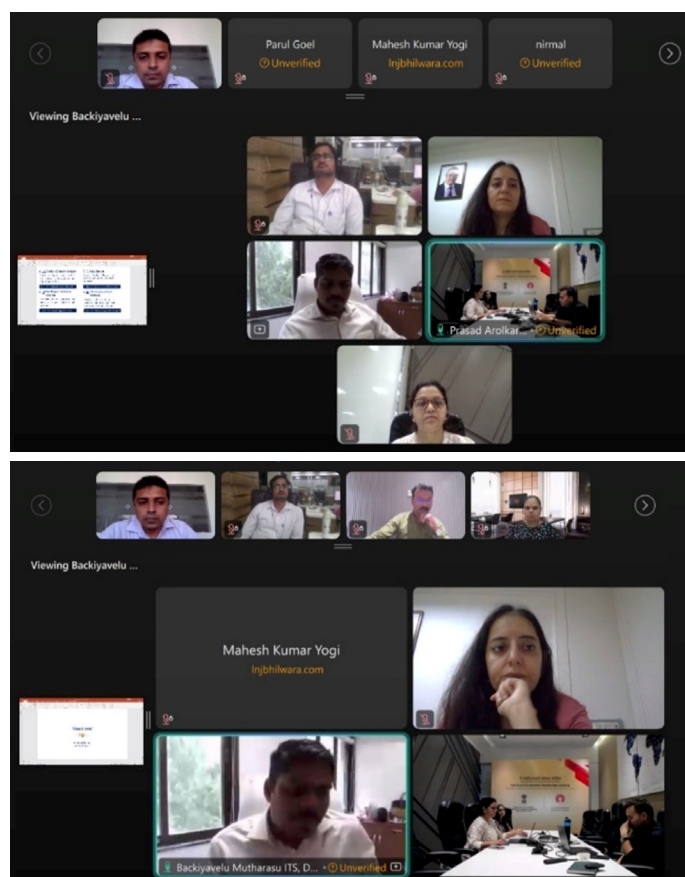
**12th September 2025:**

### **Webinar on the "Trade Connect" e-Platform for Plastic Exporters with special focus on INDIA-UK CETA | Western Region**

The Plastics Export Promotion Council (PLEXCONCIL), in association with the Office of the Additional Director General of Foreign Trade, Mumbai, successfully organised a webinar on the "Trade Connect" e-platform for plastic exporters with a special focus on the India-UK CETA on 12th September 2025.

The session commenced with opening remarks by Mr. Naman Marjadi, Assistant Director, Plexconcil (Ahmedabad Office), followed by a welcome address by Ms. Piya Thakker, Panel Chairman - FRP/Composite, Plexconcil. The Presentation was delivered by Shri M. Backiyavelu, Deputy Director General of Foreign Trade, Mumbai, who elaborated on the importance of the "Trade Connect" e-platform as a facilitation tool for exporters and highlighted opportunities emerging from the INDIA-UK CETA framework.

The Question & Answer session was moderated by Ms. Bharti Parave, Deputy Director, Plexconcil. The event concluded with a Vote of Thanks delivered by Mr. Prasad Arolkar, Assistant Manager, Plexconcil.



## ★ COUNCIL ACTIVITIES

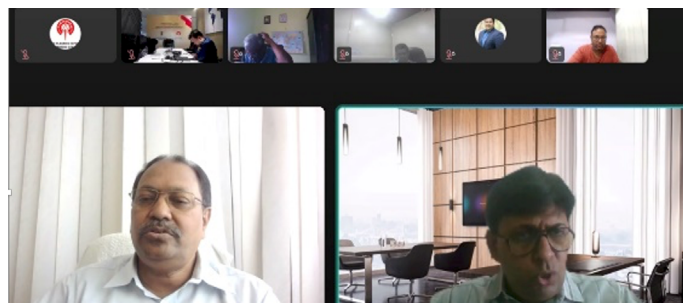
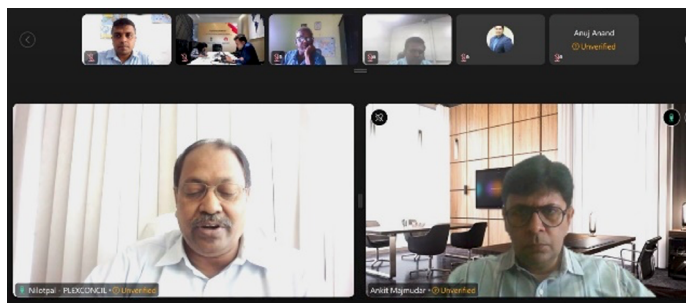
**24th September 2025:**

### **Virtual EXIM Training: Navigating the USA Tariff War & Mastering Market Export Selection | Western Region**

After the success of the first training session, Plexconcil organized a second edition of a training program on Navigating the USA Tariff War & Mastering Market Export Selection on 24th September, 2025 in virtual mode.

Speaker of the program was Mr. Ankit Majmudar, Founder, Global Business Solutions who delivered a presentation and covered topics such as analysing global demand & supply for plastic product, identifying countries with

steady demand, understanding trade Restrictions & FTAs, finding Import duties in buyer countries, assessing competition in foreign markets and leveraging Government incentives. Welcome address of the program was given by Mr. Nilotpal Biswas, Regional Director- East, Plexconcil. Training ended with vote of thanks by Mr. Naman Marjadi, Assistant Director, Regional Office - Ahmedabad, Plexconcil. Speaker responded to all the queries raised by participants during the Q & A session.



## STATE OUTREACH INITIATIVES

**29th August 2025:**

### **National Workshop on "Business and Export Opportunities for MSMEs in Silvassa | Western Region**

MSME DFO, Silvassa is organized a National Workshop on "Business and Export Opportunities for Micro & Small Enterprises in Silvassa (Gujarat UT- DNH & DD)" on 29.08.2025 at Kala Kendra, Silvassa.

Silvassa under jurisdiction of UT of DNH & DD is mainly known for the manufacturing of plastic and packaging products. Plexconcil was invited to take a session during this workshop. On behalf of Plexconcil, Mr Naman Marjadi from Regional Office, Ahmedabad gave a Presentation on Overview of India's Plastics Exports & Support Provided by Plexconcil.



### **14th & 15th September 2025: 5th Rajbhasha Sammelan- Hindi Diwas 2025 at Gandhinagar, Gujarat | Western Region**

Department of official language, Government of India organized a 5th Rajbhasha Sammelan- Hindi Diwas 2025 on 14th -15th September, 2025 at Mahatma Mandir, Gandhinagar, Gujarat. On behalf of Plexconcil, Mr Naman Marjadi from Regional Office, Ahmedabad attended this sammelan.





Department of Commerce  
Ministry of Commerce and Industry  
Government of India



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India's first-ever Zero  
Waste exhibition

\*Note: Participation is subject to eligibility as  
determined by screening committee.



[www.plexconcil.org](http://www.plexconcil.org)



### LIST OF REPRESENTATIONS MADE IN SEPTEMBER 2025

**1. Representation to NAFTA Division,** Department of Commerce regarding Impact of Additional US Tariffs on Plastic Household Articles (All Time Plastics Ltd).

**2. Representation to Directorate General of Foreign Trade** regarding pending issuance/authorisation on DGFT Portal (M/s. Dhvani Polyprint Pvt. Ltd)

**3. Representation to Central Board of Indirect Taxes and Customs & GST Council,** New Delhi requesting for Intervention to resolve Inverted Duty Structure in GST Affecting Plastic Industry MSMEs and Exporters (Cordage and Fishnet Panel.

**4. Representation to Consulate General of India,** New York regarding the Trade Dispute of outstanding payment of M/s Upaj Investment & Finance Pvt. Ltd.,

**5. Representation to DCPC** regarding the implementation of the QCO Ethylene Vinyl Acetate (EVA) be deferred or kept in abeyance until domestic manufacturing capabilities for solar-grade EVA copolymers are established (M/s. Vishakha Renewables Private Limited).

**6. Representation to Reserve Bank of India** regarding Non-Release of Export Proceeds Due to Vessel "AR-TAM-Iran" Allegedly Under Sanctions.

**7. Representation to NAFTA Division,** Department of Commerce regarding Impact of Recent US Tariff Hike on Indian Plastic Exports (M/s. Dhvani Polyprints Pvt. Ltd)

**8. Representation to Directorate General of Foreign Trade (DGFT)** regarding benefit Of RODTEP on Exports made under DFIA.

**9. Submission of inputs to the Department of Commerce** regarding Pre-Budget Proposals for the year 2026-27 (Revenue related).

**10. Submission of inputs to the EPCAP Division, DoC** regarding India's plastic exports to Brazil for an upcoming Inter-Ministerial Conference for the 7th Meeting of India-Brazil TMM.

**11. Submission of Inputs to DCPC** regarding postponement of the Quality Control Orders for Polycarbonate, Ethylene Dichloride & Vinyl Chloride Monomer (PDM Extrusions Pvt. Ltd).

**12. Submission to Department of Chemical and Petrochemicals** regarding stakeholders' inputs for exemption of Duties or taxes on certain raw material or goods used in Footwear.

### SUMMARY OF EXPORTS

Plastic exports grew by 2.8% in August 2025, reaching USD 1.09 billion compared to USD 1.06 billion in the same period last year. This marks the fifth consecutive month of growth in the current financial year, indicating strong global demand for Indian plastic products. Exports of plastic raw materials declined by 7.4%, while exports of value-added plastic products increased by 4.6%. Human hair product exports also witnessed a growth of 27.7%. Exports grew strongly in Consumer & Houseware Products, FIBC & Woven Sacks, Human Hair, Miscellaneous Products, and Packaging Items, driven by high demand from the USA, Germany, Vietnam, UAE, and other key markets. Cumulatively, exports during April-August 2025 grew 6.6% to USD 5.3 billion, supported by strong performance across most product segments.

To view detailed reports for any of the previous months please visit: <https://plexconcil.org/statistics>



## DYNAMIC TIMES NEED AN EQUALLY DYNAMIC LEADERSHIP.

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Chairman  
M/S Alok Masterbatches Private Limited



**Mr. Sachin Shah**  
Vice Chairman  
M/S Toyop Relief Private Limited &  
Richt International INC.



**Mr. Manoj Agarwal**  
Regional Chairman - Northern Region  
M/S Kanpur Plastipack Limited



**Mr. Govindarajulu Chandrasekar**  
Regional Chairman - Southern Region  
IMCO Office Products International Pvt. Ltd



**Mr. Dhruv Nemish Sayani**  
Regional Chairman - Western Region  
M/S Crystal Plastics &  
Metallizing Private Limited



**Mr. Alok Tibrewala**  
Regional Chairman - Eastern Region  
M/S Swastik Plastoalloys Private Limited



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Export House  
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**Mr. Pallav Doshi**  
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- ✕ Non Remy Double Draw Natural Hair-white
- ✕ Remy Single Draw Natural-black
- ✕ Bulk Hair

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(Northern Region) by  
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F.Y. 2016-2017

**Mr. Prem Kumar Solanki**



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## ANALYSIS OF INDIA'S PLASTICS EXPORT

AUGUST 2025



### KEY FINDINGS

Plastic exports grew 2.8% in August 2025 & Cumulatively 6.6% during Apr- Aug 2025.

This marks the fifth consecutive month of growth in current financial year indicating strong demand for Indian plastic products globally.

Exports grew strongly in Consumer & Houseware Products, FIBC & Woven Sacks, Human Hair, Miscellaneous Products, and Packaging Items, driven by high demand from the USA, Germany, Vietnam, UAE, and other key markets.

Exports declined in Cordage, Floor Coverings, FRP & Composites, Plastic Films & Pipes, and Writing Instruments, due to weak overseas demand from markets including the USA, UAE, Saudi Arabia, and Vietnam.

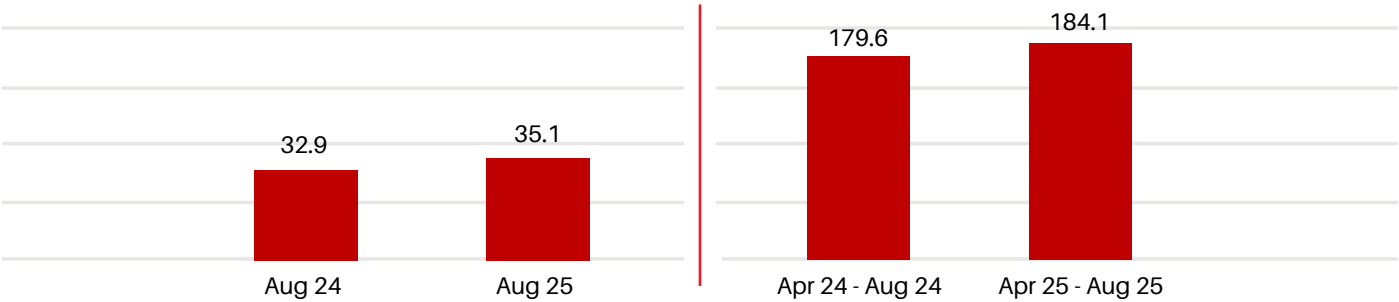


TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 35.1 billion in August 2025, higher by 6.7% from USD 32.9 billion in August 2024 due to higher shipments of Electronic Goods, Engineering Goods, Gems & Jewellery, Petroleum Products and Drugs & Pharmaceuticals. Cumulative value of merchandise exports during April 2025 – August 2025 was USD 184.1 billion as against USD 179.6 billion during the same period last year, reflecting a modest 2.5% growth.

Exhibit 1: *Trend in overall merchandise exports from India*

(USD Billion)



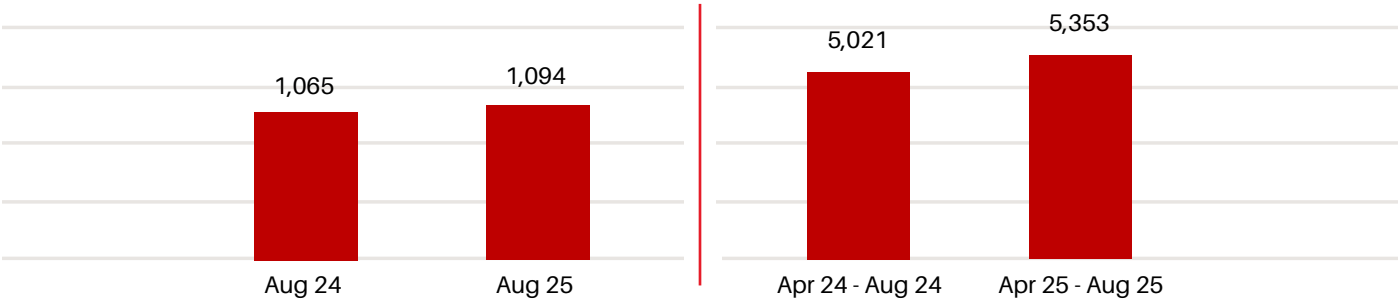
Source: Ministry of Commerce & Industry, Government of India

TREND IN PLASTICS EXPORT

During August 2025, India exported plastics worth USD 1,094 million, higher by 2.8% from USD 1,065 million in August 2024. Cumulative value of plastics export during April 2025 – August 2025 was USD 5,353 million as against USD 5,021 during the same period last year, registering an increase of 6.6%.

Exhibit 2: *Trend in plastics export by India*

(USD Million)



Source: Ministry of Commerce & Industry, Government of India



## PLASTICS EXPORT, BY PANEL

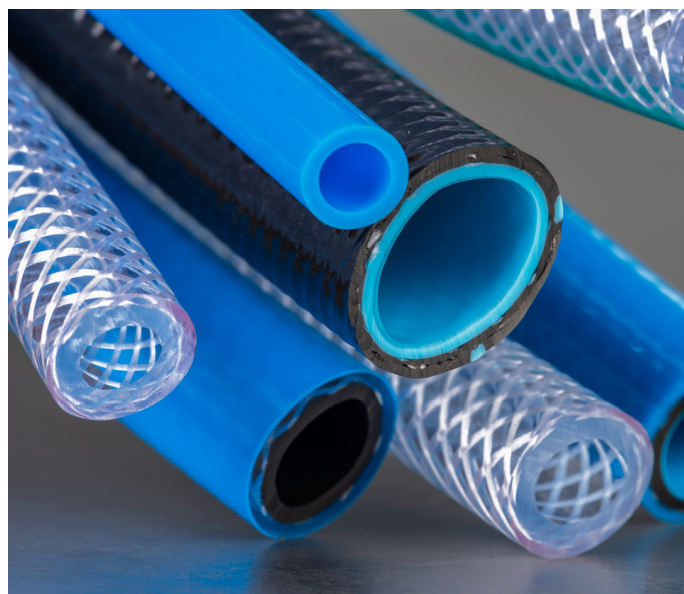
In August 2025, the export performance of various plastic product categories displayed a mixed trend, with some sectors experiencing growth while others faced declines. FIBC, Woven sacks, Woven fabrics, Tarpaulin recorded the highest gains, followed by Human hair & related products; Consumer & houseware products; Packaging items; Medical items of plastics and Miscellaneous products.

However, some segments faced challenges including Plastic raw materials; Plastic films and sheets; Floorcoverings, leathercloth & laminates; FRP & Composites; Cordage, fishnets & monofilaments; Writing instruments & stationery & Plastic pipes & fittings witnessed a decline in export growth.

**Exhibit 3: Panel-wise % growth in plastics export by India**

Panel	Aug 24	Aug 25	Growth	Apr 24-Aug 24	Apr 25-Aug 25	Growth
	USD million		%	USD million		%
Consumer & houseware products	61.8	72.0	+16.4%	316.9	367.3	+15.90%
Cordage, fishnets & monofilaments	28.6	24.6	-13.9%	122.8	117.0	-4.68%
FIBC, Woven sacks, Woven fabrics, Tarpaulin	134.3	161.7	+20.5%	601.2	745.8	+24.07%
Floorcoverings, leathercloth & laminates	68.8	55.0	-20.1%	314.9	305.8	-2.88%
FRP & Composites	48.2	43.2	-10.4%	221.5	212.9	-3.86%
Human hair & related products	60.5	77.3	+27.7%	286.8	358.5	+25.00%
Medical items of plastics	45.9	49.5	+7.8%	227.1	237.5	+4.61%
Miscellaneous products and items nes	55.1	83.6	+51.9%	276.2	359.5	+30.15%
Packaging items - flexible, rigid	61.2	69.5	+13.7%	276.5	304.8	+10.20%
Plastic films and sheets	173.3	155.8	-10.1%	842.4	805.6	-4.37%
Plastic pipes & fittings	29.6	28.0	-5.3%	134.4	131.4	-2.25%
Plastic raw materials	276.7	256.1	-7.4%	1,296.7	1,301.7	+0.38%
Writing instruments & stationery	20.7	18.1	-12.8%	103.5	105.0	+1.40%
<b>Total</b>	<b>1,065</b>	<b>1,094</b>	<b>+2.8%</b>	<b>5,021</b>	<b>5,353</b>	<b>+6.61%</b>

**Source:** Ministry of Commerce & Industry, Government of India





### Exports of Consumer & Houseware Products

witnessed 16.4% growth during August 2025 led by strong increase in shipment of Household and toilet articles (392490) to USA; Plastic Build ware materials (39259090) to UAE and Toothbrushes (960321) to Belgium.



**Cordage, Fishnets & Monofilaments** posted negative export growth of 13.9% because of weak global demand for product such as Twine, cordage, ropes and cables of polyethylene or polypropylene (560749).

**FIBC, Woven Sacks and Women Fabrics** posted healthy export growth of 20.5% as Indian suppliers benefited from strong orders from USA, Germany, Netherland, Spain and other countries for Flexible Intermediate Bulk Containers (630532); There was also strong demand for Sacks and Bags of Plastics (39232990) in USA, Djibouti & Tanzania, with exports of this product category touching their highest-ever monthly level.

**Export of Floor Coverings, Leather Cloth & Laminates** declined by 20.1% led by decrease in order for PVC floorcoverings (391810) from USA & Saudi Arabia & Textile fabrics impregnated, coated, covered or laminated with plastics (590390) from USA & UAE.



**Export of FRP & Composites** fell 10.4% in August 2025 because of drop in overseas demand for Other Plastic articles (392690).

**Export of Human Hair & Related Products** grew 27.7% led by healthy growth in shipment of Unworked Human Hair (05010010) to Myanmar. Also, exporters benefited from recovery in overseas demand for Worked or Dressed Human Hair (67030010) to Vietnam.

India recorded a 7.8% growth in exports of **Medical Items of Plastics** in August 2025, led by higher shipments of Catheters, cannulae of plastics (90183930) and Syringes of plastics (90183100).



**Miscellaneous Products & Items n.e.s.** registered strong growth of 51.9% in August 2025, primarily driven by healthy demand for optical fibre bundles & cables (90011000).

**Packaging Items - Flexible, Rigid** posted a robust 13.7% growth in exports in August 2025, driven by higher demand for Carboys, Bottles, Flasks & Similar Articles (39233090) from United Arab Emirates, Nepal & Singapore. Additionally in this month, exports surged sharply to USD 12.76 million, more than double the levels of the previous months (which averaged around USD 5-6 million). This marks the highest-ever monthly export recorded for this product, reflecting exceptionally strong demand from international markets.



Shipment of **Plastic Films & Sheets** recorded a negative growth of 10.1% in August 2025, the recovery was supported by lower exports of Self-adhesive tapes (39199090); Films and sheets of polymers of propylene (392020); films and sheets of non-cellular polyethylene terephthalate (39206220) and Films and sheets of plastics (39219094).

Export of **Plastic Pipes & Fittings** fell by 5.3% in August 2025, mainly due to lower demand for rigid tubes, pipes and hoses (39172990) from Uganda, USA & Vietnam.

Export of **Plastic Raw Materials** declined by 7.4% in August 2025, due to lower sales of Linear Low-Density Polyethylene (LLDPE) (39014010); Polypropylene (390210) & polyethylene terephthalate (39076190).

Export of **Writing Instruments & Stationery** fell sharply by 12.8% in August 2025 due to lower shipments of Ball-point Pens (960810) from Algeria, Russia and USA.

**Exhibit 4: Details of % change seen in top 50 items of export**

HS Code	Description	Apr 24- Aug 24	Apr 25- Aug 25	Growth
		Values in USD Mn		(%)
63053200	Flexible intermediate bulk containers	354.5	450.1	+27.0%
67030010	Human hair, dressed, thinned, bleached or otherwise worked	221.2	245.4	+10.9%
39269099	Other articles of plastics n.e.s	218.6	210.8	-3.6%
39232990	Other sacks and bags of plastics excl. those of polymers of ethylene	183.3	224.8	+22.6%
39021000	Polypropylene	156.2	104.4	-33.2%
39076190	Other primary form of polyethylene terephthalate	127.7	109.6	-14.2%
48239019	Decorative laminates	133.1	143.3	+7.7%
90011000	Optical fibres, optical fibre bundles and cables	122.9	187.0	+52.1%
39206220	Flexible and plain sheets and film of non-cellular polyethylene terephthalate	114.0	88.3	-22.5%
39269080	Polypropylene articles	104.2	112.6	+8.1%
39069090	Other acrylic polymers, in primary forms	90.6	98.7	+8.8%
39202020	Flexible and plain sheets and film of non-cellular polymers of ethylene, not reinforced	97.7	82.1	-15.9%
59039090	Sacks and bags, incl. cones, of polymers of ethylene	91.3	77.4	-15.2%
39232100	Other textile fabrics impregnated, coated, covered or laminated with plastics other than polyvinyl chloride or polyurethane	87.2	93.1	+6.8%
39239090	Other articles for the conveyance or packaging of goods, of plastics	85.5	90.3	+5.6%
05010010	Human hair, unworked	63.5	111.0	+75.0%
39014010	Linear low density polyethylene (LLDPE)	73.4	52.4	-28.6%
39202090	Films and sheets of non-cellular polymers of ethylene, not reinforced	70.2	65.1	-7.3%
90015000	Spectacle lenses of materials other than glass	68.9	71.1	+3.1%
90183930	Cannulae	56.8	69.3	+22.2%
39012000	Polyethylene with a specific gravity of >= 0.94,	50.9	50.9	+0.0%
39219099	Other sheets and film of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked	59.8	54.3	-9.2%
96081019	Ball-point pens	53.7	52.8	-1.8%
39199090	Other self-adhesive sheets and film of plastics, whether or not in rolls > 20 cm wide	53.5	44.5	-16.9%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene	50.8	49.1	-3.3%
39046100	Polytetrafluoroethylene	51.8	59.6	+15.1%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Other	52.4	50.7	-3.2%

**Exhibit 4: Details of % change seen in top 50 items of export**

HS Code	Description	Apr 24- Aug 24	Apr 25- Aug 25	Growth
		Values in USD Mn		(%)
39076990	Other primary form of polyethylene terephthalate	52.4	51.4	-1.9%
39129090	Other cellulose and chemical derivatives thereof, n.e.s., in primary forms	44.9	56.1	+24.9%
39219094	Flexible and metallised sheets and film of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked	45.2	42.0	-7.2%
39181090	Other floor coverings, whether or not self-adhesive, in rolls or in the form of tiles, and wall or ceiling coverings in rolls with a width of >= 45 cm, of polymers of vinyl chloride	43.9	34.3	-21.8%
39046990	Other fluoro-polymers of vinyl chloride or of other halogenated olefins, in primary forms	45.7	46.5	+1.7%
39241090	Other tableware and kitchenware, of plastics	41.6	42.0	+1.1%
39206919	Other sheets and film of non-cellular polyesters, not reinforced, laminated, supported	38.5	48.2	+25.2%
39206290	Other sheets and film of non-cellular polyethylene terephthalate, not reinforced, laminated, supported	38.8	35.9	-7.5%
39072990	Other polyethers n.e.s	33.1	44.6	+34.5%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms: Ion exchangers of polymerisation or	38.5	36.3	-5.9%
39095000	Polyurethanes, in primary forms	34.3	35.9	+4.6%
39206929	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported	40.1	37.5	-6.6%
39204900	Sheets and film of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced	33.3	33.9	+2.0%
96032100	Toothbrushes	29.8	38.4	+29.0%
39119090	Other polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s.	33.8	39.2	+16.0%
59031090	Other textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride	31.6	33.0	+4.4%
39219096	Flexible and laminated sheets and film of plastics, reinforced, laminated, supported or similarly combined with other materials	32.2	37.9	+17.9%
39201019	Other sheets and film of non-cellular plastics	33.1	36.0	+8.7%
39235010	Caps and closures for bottles	33.3	29.0	-13.0%
39011090	Other polyethylene with a specific gravity of < 0.94	31.0	36.8	+18.8%
39172390	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride: Other	28.0	30.2	+7.9%
39076930	PET flake (chip)	27.3	41.6	+52.3%
39241010	Tableware and kitchenware, of plastics: Insulated ware	21.9	28.7	+30.6%

**Source:** Ministry of Commerce & Industry, Government of India



**Exhibit 5: Reasons for major decline in plastic products exports**

HS Code	Description	Apr 24- Aug 24	Apr 25 - Aug 25	Reasons for decline
		(USD Mn)		
39021000	Polypropylene	156.2	104.4	Exports have fallen because of weak demand in Turkey, Bangladesh, Viet Nam and Portugal which are some of India’s major markets. Also, export restrictions to Bangladesh via land borders has reduced overseas shipments of this product; Exports have declined also because of domestic shortage as India is a net importer of this raw material.
39206220	Flexible and plain sheets and film of non-cellular polyethylene terephthalate	114	88.3	Indian exporters are facing weak demand from USA & Mexico. Also, from European countries such as Spain, and Germany, which has caused decline in exports.  Additionally, the recent fire incident at the production unit of the leading manufacturer Jindal Films affected exports, primarily of BOPP films.
39014010	Linear low-density polyethylene (LLDPE)	73.4	52.4	Exports have declined during April- August because of slowdown in demand in key markets such as China, Viet Nam & Bangladesh. Export restriction via land border to Bangladesh has also contributed to decline in shipments. Exports have declined also because of domestic shortage as India is a net importer of this raw material.
39076190	Other primary form of polyethylene terephthalate	127.7	109.6	Indian exporters are facing weak demand from UAE, Isarel & Egypt which has caused decline in exports. Exports have declined also because of domestic shortage as India is a net importer of this raw material. Consequently, while exports have dipped, imports have shown an increasing trend to meet local industry requirements.
39202020	Flexible and plain sheets and film of non-cellular polymers of propylene, not reinforced	97.7	82.1	There is weak demand for this product in UAE & Mexico UK which are the largest market for this product. Additionally, the recent fire incident at the production unit of the leading manufacturer Jindal Films affected exports, primarily of BOPP films
59039090	Sacks and bags, incl. cones, of polymers of ethylene	91.3	77.4	Indian exporters are facing weak demand from USA & UAE which has caused decline in exports.



**Source:** Ministry of Commerce & Industry, Government of India, Plexconcil Research



## MR. JITEN KHENI

**MD & CEO  
PURSUIT INDUSTRIES**

### 1. Kindly describe your journey at Pursuit Industries. What has been your key achievement and learning?

After completing my post-graduation in M.Pharm, with an aspiration to start a business, I co-founded **Pursuit Industries Pvt. Ltd.** with Mr. Utkarsh Mehta in 2016, with the vision of exporting India-origin pharmaceutical APIs to the world.

In the beginning, success did not come easily—we waited and worked hard for 9 months before securing our first breakthrough order worth USD 2,200. That small start became the stepping stone for our journey, and since then, we have never looked back. Over time, we expanded our business verticals into **Chemicals and FIBC Bags**, broadening our global footprint.

This journey has taught us everything from **sales to timely export order execution**. Starting as merchant exporters, we firmly believe that **quality and service are the true pillars of success—for our customers and for us.**

### 2. It has been quite an amazing diversification journey for Pursuit Industries. From Agro Products, to PP Woven fabrics, Chemicals, Pharmaceuticals and Plasticizers. What have been some of the high points for the company? As far as the future is concerned, which are the categories you intend to focus on?

Our **PP Division** is the high-end and most focused vertical of Pursuit Industries. With strong backward integration, we entered into the manufacturing of **FIBC Bags** and have since established a strong global presence, catering to more than **83+ countries**.

Backed by a **well-experienced team with over 20 years of expertise in FIBCs**, we offer a complete range of FIBC bags, capable of meeting even the most **critical technical requirements**. With our expanding manufacturing capacity, we are on track to achieve **1,200 MT per month (14,400 MT per annum)**.





Looking ahead, we are also developing **Ground Covers** to serve the **Indian, European, and US markets**. Our long-term vision is to scale the PP Division to a capacity of **5,000 MT per month within the next 5 years**, setting new benchmarks in quality, service, and global reach. "

### 3. Are there any plans to further diversify your product range?

" With a strong foundation in exports and FIBC manufacturing, we are now preparing for the **next phase of growth**. Backed by a **robust product pipeline**, Pursuit Industries will soon enter into the **manufacturing of Specialty Chemicals and Pharmaceutical APIs**. This strategic expansion will further strengthen our global presence, diversify our portfolio, and align with our vision of delivering **quality, reliability, and innovation to customers worldwide**. "



### 4. What are salient innovations the company has adopted in sourcing, quality control and manufacturing, over the last few years?

" From the very beginning, we have believed that **technology is the driving force of sustainable growth**. Even during our journey as merchant exporters, we were fully equipped with technology to ensure efficiency and accuracy.

Now, as manufacturers, we have integrated technology across the entire value chain — from **raw material procurement to manufacturing and final product delivery**. Each stage of production is governed by **in-house developed Standard Operating Procedures (SOPs)** and subjected to **strict quality inspections**.

Only after completing all quality tests do we dispatch finished goods, ensuring that every product reflects our core motto: **manufacturing and supplying high-end quality products**. "

### 5. What steps are you taking to make your output more conducive to sustainability norms that are becoming more stringent?

" We are backed by **well-equipped manufacturing facilities** and a **skilled technical team**, ensuring that our production remains not only efficient and reliable but also **sustainable and future-ready**. "

### 6. How many countries do you export to & which region gives you the most revenue? Which is the next high potential market you would like to venture into?

" Our primary region as on date is **Europe**. The next region we are exploring is **USA and Canada**. "

### 7. What would be your suggestion to make our export policy more seamless. Have you faced any barriers over the years?

" The **export policy of India** has consistently remained **favorable** for exporters, with the government introducing several benefits and incentives to promote international trade. Under the **'Make in India' initiative**, the vision of "Made in India, Made for the World" has been one of the most remarkable steps, creating immense opportunities for manufacturers. Additionally, the continued emphasis on the **ease of doing business** has further strengthened India's position as a global manufacturing and export hub. "

**"OUR PRODUCTION REMAINS NOT ONLY EFFICIENT AND RELIABLE BUT ALSO SUSTAINABLE AND FUTURE-READY!"**

### 8. How do you see the Trade Deals, FTA's that have happened and some that are already in the pipeline impacting your business?

" **International trade deals** have been instrumental in boosting exports and opening new markets for Indian manufacturers. The recent **India-UK Free Trade Agreement** has further strengthened opportunities, particularly for **FIBC bag exports to the UK**. With India already catering to nearly **60% of the world's FIBC consumption**, such agreements reinforce the country's leadership position in the global market. "



### 1. Implementation of India-EFTA TEPA

The India-European Free Trade Association (EFTA) Trade and Economic Partnership Agreement (TEPA) has come into force on 01 October 2025, opening nearly USD 18 billion plastic import market in EFTA countries (Switzerland, Norway, Iceland and Liechtenstein).

EFTA is a key economic block in Europe. Among EFTA countries, Switzerland is the largest trading partner of India followed by Norway.

[Link to the PDF](#)

#### Conclusion:

Amidst US tariff uncertainty, members may explore export diversification opportunities in EFTA countries.

### 2. DGFT. Notification. 35/2025 on extension of RoDTEP Scheme

The Central Government has extended Remission of Duties and Taxes on Exported Products (RoDTEP) Scheme beyond 30th September 2025 till 31st March 2026.

The scheme will be applicable to exports made from: Domestic Tariff Area (DTA) units Advance Authorisation (AA) holders, Special Economic Zone (SEZ) units and Export Oriented Units (EOUs).

[Link to the PDF](#)

#### Conclusion:

Members are advised to ensure compliance with the applicable provisions to continue availing benefits under the RoDTEP Scheme.

### 3. Amendments in Handbook of Procedures, 2023; Ref: DGFT Public Notice No. 22 /2025

The Office of DGFT has amended Para 4.53 of the Handbook of Procedures, 2023 vide Public Notice No. 22 /2025 dated 09 September 2025 by inserting a new sub-paragraph 4.53(e).

As per new Para 4.53 (e) inserted:

“An application for such amendments in unutilized and un-transferred DFIs, which are system-related and corrective in nature, shall be filed in ANF 4G. Any such amendment would require approval of the Head of Office.”

[Link to the PDF](#)

#### Conclusion:

Certain amendments are allowed to DFIs, for ease of doing business.

Few illustrative examples are given below:

- a) Correction in Unit of Measurement
- b) Correction in ITC HS code of the import item
- c) Correction in value of the import item

### 4. Revised GST Rates based on 56th GST Council Recommendation

The Union Government has notified the revised GST rates for taxable goods, following the recommendations of the 56th GST Council.

[Link to the PDF](#)

#### Conclusion:

The industry may review the updated rates to ensure compliance with the new structure.

### 5. Reiteration of Guidelines - Online Deemed Export Application

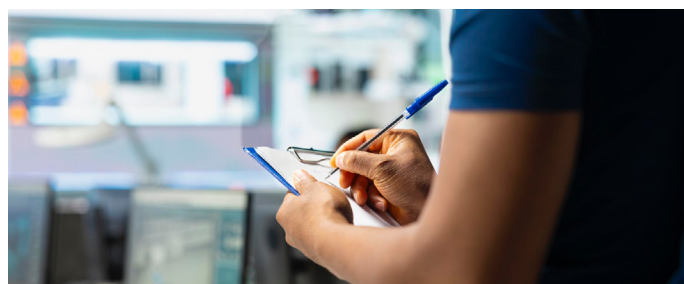
The Office of DGFT has issued Trade Notice No.- 10/2025-26 Dated 28 July, 2025 regarding Online Deemed Export Application Module-FTP 2015-20- Reiteration of guidelines for compliance.

In this context, members seeking to claim benefits under Deemed Exports are required to file applications online. The DGFT has reiterated that no manual application shall be accepted. Henceforth, Regional Authorities (RAs) and Special Economic Zones (SEZs) will no longer accept manual applications.

[Link to the PDF](#)

#### Conclusion:

Members are advised to follow the guideline /procedure for online application issued in the earlier Trade Notice 12/2021-22.



# BALL POINT PENS



This article focuses on India's global trade trends and untapped export potential in Ball-point pens falling under the Harmonized System (HS) of Coding 960810. India manufactures and supplies a wide variety of Ball-point pens ranging from simple pens with liquid ink, without liquid ink to felt-tipped pens and porous-tipped pens. These pens are used for general writing purposes in education institutions, offices, and households.

India is a net exporter of this product as its exports exceeded imports by USD 142 million in 2024-25. The country is home to several manufacturers, distributors and exporters of Ball-point pens, many of whom are micro, small and medium enterprises, producing high quality pens in different colours, shapes and functional features depending on consumer demand and evolving market trends.

## MARKET DYNAMICS

The world import demand for Ball-point pens has remained steady around USD 2.8 billion per year in the last decade, except for temporary decline during the COVID year to USD 2.1 billion.

- 🔴 The **top five exporters of this product** and their global market share are: **China** (34.3%), **Japan** (12.6%), **France** (7.6%), **Germany** (6.7%) and **Mexico** (5.5%)
- 🔴 The **top five importers of this product** and their global import share are: **USA** (17.3%), **France** (7.1%), **Germany** (5.5%), **Mexico** (4.0%) and **UK** (3.9%)

## INDIA'S PERFORMANCE (EXPORTS)

India is the 6th largest exporter of this product and its share in world exports have improved from 4.8% before the pandemic (CY 2019) to 5.2% in CY 2024, indicating growing competitiveness of Indian product.

India's exports of Ball-point pens have been recovering from the low of USD 100 million reached in the pandemic year 2020-21. In 2024-25, exports have grown 3.95% to USD 166.3 million from USD 159.9 million in the previous year. In quantity terms, exports have grown 6.1% from 3,498.4 million pieces in FY24 to 3,710.5 million pieces FY25.



**Top 10 Destinations in value and quantity terms 2024-25**

Sr. No	Destination Country	Value (USD Mn)	Share in total exports (%)	Destination Country	Qty. (Mn pieces)	Share in total exports (%)
1	France	15.2	9%	UAE	258.8	7%
2	USA	13.4	8%	Kenya	247.2	7%
3	UAE	9.9	6%	USA	217.4	6%
4	Brazil	9.5	6%	Brazil	215.2	6%
5	Thailand	7.7	5%	Thailand	187.1	5%
6	Algeria	5.4	3%	Indonesia	174.1	5%
7	Russia	5.3	3%	Tanzania	147.6	4%
8	Colombia	5.3	3%	Colombia	129.7	3%
9	Saudi Arabia	5.2	3%	Algeria	103.8	3%
10	Kenya	5.1	3%	Saudi Arabia	102.7	3%
	<b>Total of top 10 countries</b>	<b>82.0</b>	<b>49%</b>	<b>Total of top 10 countries</b>	<b>1783.5</b>	<b>48%</b>
	<b>Total of all countries</b>	<b>166.3</b>	<b>100%</b>	<b>Total of all countries</b>	<b>3710.5</b>	<b>100%</b>

**Source:** Department of Commerce, Govt. of India, Plexconcil Research

**INDIA'S PERFORMANCE (IMPORTS)**

India is the 29th largest importer of this product, with a share of 0.9% in world imports. Since 2020, this share has grown from 0.4% because of increase in preference for foreign brands in this segment. At the same time, India remains net exporter of this product, indicating surplus production capacity and India's competitiveness in the world market.

As mentioned above, imports have been growing gradually since 2021 because of consumer preference for foreign brands. In 2024-25, imports have grown 2.7% to USD 23.91 million from the previous year. In quantity terms, imports have grown 14.7% to 251.12 million pieces in 2024-25 from the previous year.

**Top 10 Sources in value and quantity terms 2024-25**

Sr. No	Source Country	Value (USD Mn)	Share in total imports (%)	Source Country	Qty. (Mn pieces)	Share in total imports (%)
1	China	10.8	45%	China	214.5	85%
2	Japan	8.0	33%	Japan	29.5	12%
3	UAE	2.6	11%	Marshal Island	4.8	2%
4	Germany	0.6	3%	Yemen	0.8	0%
5	Switzerland	0.6	3%	Germany	0.8	0%
6	Marshal Island	0.3	1%	Hong Kong	0.3	0%
7	USA	0.2	1%	Switzerland	0.2	0%
8	Singapore	0.2	1%	Malaysia	0.0	0%
9	Taiwan	0.2	1%	France	0.0	0%
10	France	0.1	0%	Italy	0.0	0%
	<b>Total of top 10 countries</b>	<b>23.6</b>	<b>98%</b>	<b>Total of top 10 countries</b>	<b>251.0</b>	<b>100%</b>
	<b>Total of all countries</b>	<b>23.9</b>	<b>14%</b>	<b>Total of all countries</b>	<b>251.1</b>	<b>100%</b>

**Source:** Department of Commerce, Govt. of India, Plexconcil Research



✦

PRODUCT OF THE MONTH

✦

**OPPORTUNITIES FOR INDIAN EXPORTERS**

Currently, USA is the second largest export destination of Ball-point pens for India. Considering the additional US tariff imposed on Indian goods, Indian manufacturers may diversify their exports to Germany, Japan, Switzerland, Australia, South Korea, UK, Italy, China, UAE and Poland which are the largest importers of this product.

India can explore **exports to UK**, which is the fifth largest importer, and which offers zero duty market access to India under its Developing Country Trading System scheme.

**South Korea** is the 13th largest importer of this product, and it offers zero duty market access under India’s trade agreement

Similarly, exporters can benefit from zero duty market access to **UAE under India-UAE CEPA agreement**; UAE is one of the top 15 importers of this product.

**Japan** is another promising market as its MFN duty is 0% for this product.

**Switzerland and Australia** are also attractive destinations as they impose nil MFN duty on this product.

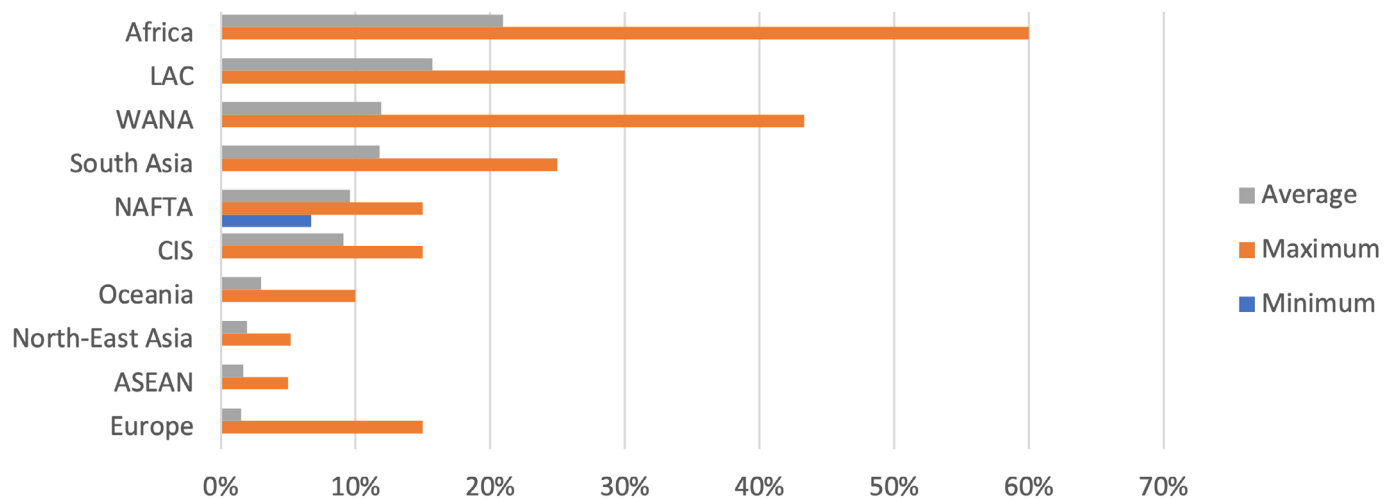
**China** is the sixth largest importer of this product and Indian exporters can avail concessional duty of 5.2% under Asia Pacific Trade Agreement (APTA) instead of 8% MFN duty.

**Among ASEAN countries**, India can increase exports to Indonesia and Viet Nam by availing the concessional duty of 5% under ASEAN trade agreement as against higher MFN duties in these countries.

Unfortunately, Indian exporters do not enjoy preferential duty benefit in any country in Africa, LAC or CIS region, which makes them less promising compared to the above listed countries.



Effective tariff applied by various regions on import of ball point pens from India



**Source:** Latest data from Market Access Map, Plexconcil Research

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## Mr. Vimalchand Jugraj Rathod

Managing Director  
Flair Writing Industries Limited

### 1. Could you share the journey of your organisation's growth and success in the writing instrument segment?

Flair traces its origins to 1976 and has grown into one of India's top organised players in writing & creative instruments (top-3 overall). The company has expanded from metal pens to a broad portfolio of pens, gel pens, pencils, creative stationery and lifestyle/houseware product lines. Over FY2017-FY2023 Flair grew at ~14% CAGR while the broader industry grew ~5.5% in the same period — showing consistent outperformance driven by distribution, product expansion and manufacturing scale. By FY25 Flair crossed the Rs. 1,000-crore revenue mark and operates multiple manufacturing sites (tips, pens, pencils, creatives, bottles) with large annual capacity — enabling both domestic scale and exports. "

### 2. Please outline some of the innovations that distinguishes your products from that of competitors. What are the top sellers in your portfolio?

Flair has always positioned itself as a product innovator — moving beyond traditional ball pens to introduce writing instruments and lifestyle products that carry unique features. In recent years, the company has extended its R&D strength into **steel bottles and houseware products**, which are manufactured through its subsidiaries.

Recent innovations include the wood-free mechanical pencil range (refillable 2.0 mm lead, looks/feels like a wooden pencil), expanded gel/metallic/glitter ink gel pens and premium design lines (Hauser/XO, Pierre Cardin partnerships, Writometer endurance pens). These launches are positioned to capture both value and mid-premium segments. Flair invests in specialised tooling and imported equipment for tips and moulding, increases in-house

manufacturing for creatives (targeting to grow in-house creative production), and capacity expansions (tips/green-field in Valsad) that improve product control and margins. Pens remain the dominant revenue driver (pen-category contributed ~80%+ of topline in recent quarters). Key high-visibility SKUs/brands: Flair ball/gel pens (mass market), Hauser XO (mid-premium), Writometer (long-writing claim), plus newer mechanical pencil and creative stationery SKUs which are ramping. "



### 3. Do you have any diversification plans in the domestic market? Any new product-line launches scheduled?

Flair has been deliberately broadening beyond commodity ball-pens into creative stationery, mechanical pencils, school kits and houseware (through subsidiaries). The "Flair Creative" push and the mechanical-pencil launch (Dec 2024) are concrete examples. The company incorporated Monterosa Stationery Pvt. Ltd. and Flomaxe Stationery Pvt. Ltd. for distribution/manufacture of new SKUs; it is also investing material capex in tips manufacturing and a Valsad plant to support new product lines, mechan-

## ★ INTERVIEW OF INDUSTRY LEADER

ical pencils and expanded creative/sketch/school ranges are being actively marketed and scaled (priced competitively for the mass school market). A continued focus towards SKU additions and premiumisation. "



Mechanical pencils

### 4. What are the current trends in India's writing instruments?

Customers (especially urban & e-commerce buyers) are moving beyond commodity pens to better-designed and premium feel products (metal finishes, themed designs, gel/roller/brush pens). School / Hobby / Adult colouring and crafts segments are expanding; companies that bundle creative SKUs alongside pens are growing faster. Organised brands with distribution + D2C/e-commerce presence are gaining market share versus unbranded local suppliers. Wood-free pencils, refillable options and eco-friendly packaging are becoming purchasing considerations (schools, institutional buyers). "

### 5. How do you see the outlook for domestic demand and production evolving in the near future?

Analyst Projections for pen industry growth are broadly positive (industry CAGR estimates ~7.5-8.5% for FY23-28), supported by strong school demand, rising per-capita discretionary spend on stationery and organised channels increasing shelf share. Flair forecasts mid-teens growth and management targets ~14-16% medium-term revenue CAGR. Flair is adding capacity (tips plant and Val-sad greenfield + brownfield expansions) to match domestic demand and to enable higher OEM/export volumes. Operating utilisation can be increased quickly because facilities are largely fungible across SKUs. "

### 6. What share of your total revenue comes from the exports and which are your key exports market?

Flair's export revenue (total) in FY25 was Rs.182 crore i.e around 17% of Total turnover. Exports remain a small but growing portion of revenue. Using FY25 consolidated revenue ~ Rs.1,080 crore, exports account for roughly ~4-6% of consolidated sales in recent quarters — management is targeting to expand exports over time. (exports fluctuate quarter-to-quarter as OEM orders and seasonal shipments vary). United States, United Arab Emirates, Nepal, Colombia are among the larger export destinations; the company sells via ~50+ international distributors and products are present in close to 97 countries. Major long-standing international customers/partners (disclosed historically) include large wholesalers/retail chains and OEM partners in the US and Middle East. "



Flair's export revenue (total) in FY25 was Rs.182 crore

### 7. Which are your strongest markets outside India? Kindly share an outlook on your international expansion plans.

The US and Middle East (UAE / GCC) show up repeatedly as high-volume export destinations; Latin American buyers (e.g., Colombia) and some APAC markets also feature in trade records and long-term distributor relationships. The following are the broad focus areas for international expansion (a) growing export own-brand and OEM sales, (b) expanding the international distributor base (recently ~54 distributors for 97 countries historically), and (c) leveraging product differentiated SKUs (creatives, premium lines) to penetrate modern retail and classroom/hobby channels overseas. The company is building manufacturing capacity to support larger export orders (tips and finished goods). "



## ★ INTERVIEW OF INDUSTRY LEADER

**8. How is India positioned globally in writing instruments segment? What are the key challenges faced by Indian Exporters, and what policy or strategic interventions would you recommend?**

India is an established, low-cost manufacturing hub for commodity writing instruments and has a growing organised sector (brands like Flair, Cello, Camlin, Reynolds historically). Indian manufacturers supply both domestic markets and export markets (mass market & OEM). Flair is among the largest Indian exporters of pens.



### KEY CHALLENGES FOR INDIAN EXPORTERS

- 1. Price pressure & thin margins** vs low-cost competitors (China, SE Asia) for commodity pens.
- 2. Quality / standardisation expectations** in developed markets (packaging, certification, consistent tip/ink quality).
- 3. Logistics & lead times** — global freight volatility and customs procedures add unpredictability.
- 4. Brand recognition overseas** — Indian brands must invest in marketing & local distribution to displace long-standing local/global brands.
- 5. Raw-material dependence** (chemicals, polymer, tip-grade steel) on imports from China/Japan which can squeeze costs.



### POLICY / STRATEGIC INTERVENTIONS I'D RECOMMEND

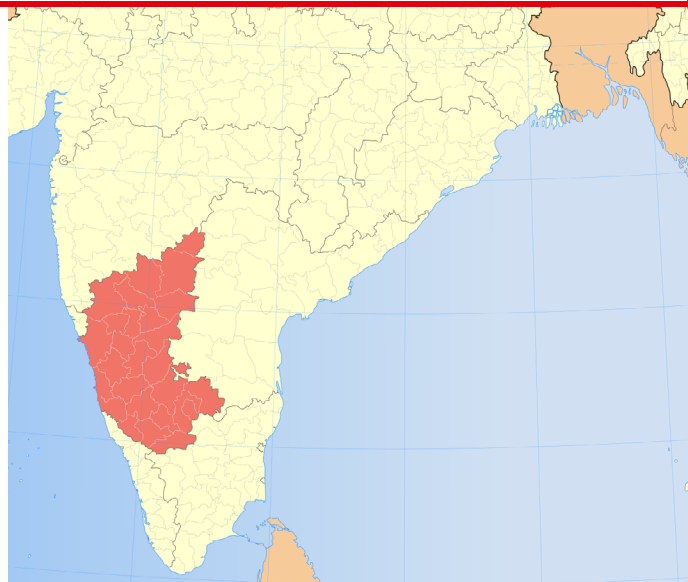
- Support for export-oriented capex & localisation:** targeted incentives (interest subvention or accelerated depreciation) for capacity that produces higher-value items (tips, precision components) to reduce import dependence.
- Quality & standards assistance:** subsidised compliance/ testing labs and support for certification (CE, ASTM) to ease market entry in developed countries.
- Trade facilitation & logistics corridors:** reduce lead times and cost through streamlined export documentation (single digital window), export-oriented SEZ benefits for stationery clusters.
- Brand & market-development grants:** co-funded participation in international trade fairs, buyer-seller meets and market development support for small/medium exporters to build distributor networks.
- R&D / design incentives:** grants or tax incentives for product design centres to push premiumisation and differentiated SKUs (so companies can escape commoditisation).

These interventions would help Indian exporters move up the value chain (from commodity pens to premium/creative instruments) and scale exports sustainably.



# KARNATAKA:

## POWERING EXPORTS, SHAPING THE FUTURE.



### STATE PROFILE

Karnataka, located in southern India, shares its borders with Maharashtra, Goa, Kerala, Tamil Nadu, and Andhra Pradesh, while also having a coastline along the Arabian Sea.

With a geographical area of about 191,800 sq. km, it is the sixth-largest state in the country and is divided into 31 districts. Its central-southern location, coupled with robust road, rail, air, and port connectivity, provides seamless access to both domestic and international markets, making it one of India's most strategically positioned states for trade and investment.

The state's economy is highly diversified, driven by information technology, manufacturing, agriculture, and services. Bengaluru, known as the "Silicon Valley of India," is a global hub for IT, startups, and R&D, while other cities like Mysuru, Mangaluru, Belagavi, and Hubballi-Dharwad have emerged as industrial centres for aerospace, machine tools, textiles, biotechnology, petrochemicals, and engineering goods.

Karnataka is also a leading producer of coffee, silk, and spices, and is rich in mineral resources such as iron ore, bauxite, and gold. With strong industrial clusters, ports like New Mangalore, and upcoming industrial corridors, Karnataka continues to strengthen its role as a leading destination for innovation, global trade, and investment.



### OVERVIEW OF THE PLASTICS INDUSTRY IN KARNATAKA

Karnataka ranked 8th in India for plastics exports in 2023-24, with exports valued at **USD 479 million** with a market share of 4.15%.



## Panel wise, exports from Karnataka for the past two years

Product Panels	2022-23	2023-24	Growth
	(USD Million)		%
Consumer & Houseware Products	18.35	19.43	+5.9%
Cordage, Fishnets & Monofilaments	13.09	13.01	-0.6%
FIBC, Woven Sacks, Woven Fabrics, Tarpaulin	143.76	126.69	-11.9%
Floorcoverings, Leathercloth & Laminates	1.52	9.44	+521.7%
FRP & Composites	61.14	68.87	+12.6%
Human Hair & Related Products	12.48	9.68	-22.4%
Medical Items of Plastics	61.60	71.58	+16.2%
Miscellaneous Products & Items Nes	13.10	13.35	+1.9%
Packaging Items - Flexible, Rigid	45.87	43.30	-5.6%
Plastic Films & Sheets	35.42	44.29	+25.0%
Plastic Pipes & Fittings	29.37	30.67	+4.4%
Plastic Raw Materials	37.08	23.78	-35.9%
Writing Instruments & Stationery	3.14	4.85	+54.4%
	<b>475.91</b>	<b>478.92</b>	<b>+0.6%</b>

Source: DGCIS, Plexconcil Research

Plastics exports during FY 2023-24 was valued at USD 479 million as against USD 476 million during the same period last year, registering an increase of 0.6%

### Growth in Key Product Panels:

Several product segments have shown strong growth in 2023-24, reflecting robust demand and expanding markets. Notable performers include floorcoverings, leathercloth, and laminates, which witnessed significant gains, along with plastic films and sheets, medical items of plastics, FRP and composites, writing instruments and stationery, consumer and houseware products, and plastic pipes and fittings. These segments indicate increasing opportunities for manufacturers and exporters, driven by innovation, infrastructure development, and rising domestic and international demand.

### Challenges in Specific Segments:

Certain product panels have faced challenges during the year, leading to a decline in trade or slower growth. FIBC, woven sacks, woven fabrics, and tarpaulin, human hair and related products, plastic raw materials, cordage, fishnets and monofilaments, and packaging items - flexible and rigid, have experienced reduced performance.





## TOP 10 ITEMS OF PLASTICS EXPORT FROM KARNATAKA

Exports from Karnataka comprised mainly of value-added plastic products. Its top 10 plastics export items collectively highlight the state's strong position as a global leader in the plastics industry. These products, **valued at USD 329 million**, account for a significant share (69%) of the state's total plastics exports during FY 2023-24.

Below are the top exporting products:

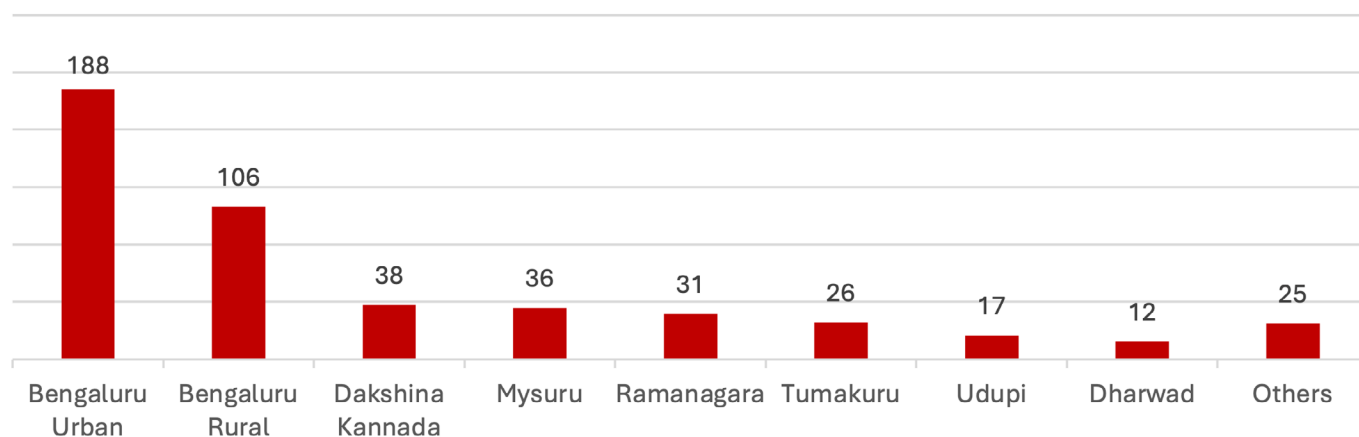
HS code	Product description	Value of Exports (US\$ Mn)
63053200	Flexible intermediate bulk containers	103.47
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	68.79
90015000	Spectacle lenses of materials other than glass	63.36
39232990	Sacks and bags, incl. cones, of plastics	18.71
39172390	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride: Other	14.69
39232100	Sacks and bags, incl. cones, of polymers of ethylene	14.67
39239090	Articles for the conveyance or packaging of goods, of plastics	14.06
39206220	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported	10.85
39201012	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked Flexible, plain	10.51
56081110	Made up fishing nets of nylon	10.35

Source: DGCIS, Plexconcil Research

## DISTRICT WISE PLASTIC EXPORTS

During 2023-24, Bengaluru Urban, Bengaluru Rural & Dakshina Kannada were the three major exporting districts of Karnataka

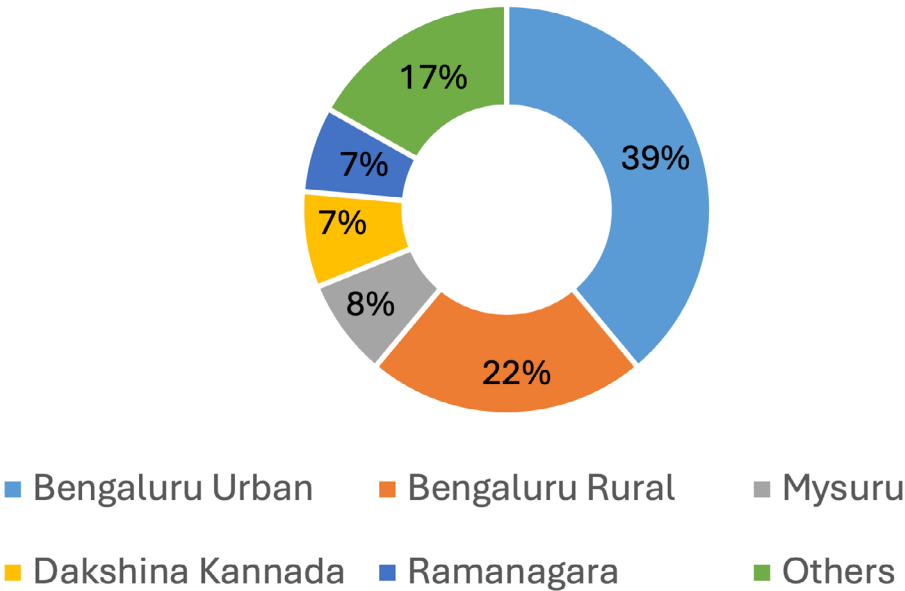
### TOP EXPORTING DISTRICTS IN KARNATAKA (USD MILLION)



Source: DGCIS 2023-24, Plexconcil Research

KEY DISTRICTS LEADING THE EXPORT OF VALUE-ADDED INCLUDING HUMAN HAIR PRODUCTS PLASTIC FROM KARNATAKA

Top districts exporting valued added plastics including human hair



Source: DGCIS 23-24, Plexconcil Research

BOOSTING KARNATAKA'S EXPORT SECTOR

Karnataka stands as one of India’s leading export hubs, driven by its strong base in information technology, engineering goods, biotechnology, aerospace, textiles, and agro-based products such as coffee, spices, and marine items. The state benefits from well-developed ports, airports, and logistics infrastructure, along with dedicated export promotion zones and industrial corridors. Karnataka focuses on high-value sectors like electronics, pharmaceuticals, and renewable energy. With its diverse industrial ecosystem and global competitiveness, Karnataka continues to play a pivotal role in strengthening India’s export performance.



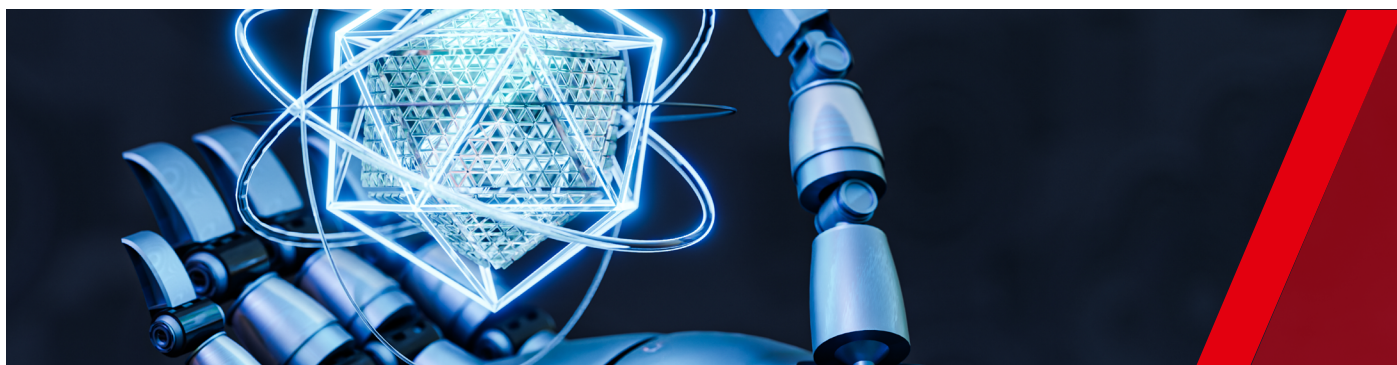
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PLEXCONCIL has 120+ members from the state of Karnataka. It maintains an office in Chennai, Tamil Nadu to cater to the members based in Karnataka.

THE PLASTICS EXPORT PROMOTION COUNCIL

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The plastics industry is evolving at a rapid clip. Driven by advancements in sustainability, automation, and material science. With an increasing demand for environment friendly productions, newer technology and innovations are reshaping how plastics are designed, produced, and utilized. Whether it is bio-degradable & recycled plastics, or smart data driven manufacturing or more and more stringent compliance requirements, or advancements in polymer chemistry, the industry is going through a process of transformation.

Here are a few of the cutting edge global trends and innovation that is shaping the future of the Plastics Industry.

### ENGINEERING TOMORROW'S SUBWAYS: With High-Performance Plastics

*Source: Plastics Engineering*

1

Advances in high-performance polymers are enabling subway systems to meet demands for fire safety, structural efficiency, and lifecycle durability.

Urban rail systems are under pressure. Burgeoning populations, ambitious sustainability goals, and digital mobility demands are driving rail operators and engineering firms to build, maintain, and reimagine subway infrastructure in new ways. At the heart of this transformation lies an unexpected catalyst: high-performance polymers. Once limited to specialized aerospace and medical applications, these materials rapidly gain traction in subway engineering. Their emergence is not about aesthetic appeal or marginal weight savings. It responds to deep-seated engineering and operational demands, fire safety, energy efficiency, acoustic performance, and lifecycle durability.

#### THE FIRE BARRIER UNDERGROUND

Fire behavior is mandatory in subterranean transport systems since confined smoke and toxic gases can rapidly escalate emergencies. Moreover, evacuation routes are often narrow and slow, transforming minor fire incidents into severe disasters without adequate protective measures. Therefore, modern subway designs must comply with the strictest FST regulations, including EN 45545 and multiple global national frameworks.



Modern subway designs must comply with some of the strictest flammability, smoke density, and toxicity (FST) standards.



Additionally, advanced thermoplastics like PEI, PPSU, and PEEK, alongside Röchling's MAYWOflamm plus, have significantly changed fire-safety material standards. These materials inherently resist combustion, release minimal smoke, and avoid halogenated additives, ensuring decomposition products remain less harmful and toxic. Consequently, they provide optimal performance in seat frames, insulation panels, cable ducts, and ventilation systems, protecting passengers with additional evacuation time.



Interior fittings for rail vehicles: Maywoflamm® plus RC and Maywoflamm® NFPA RC with recycled content are particularly suitable for the manufacturing of deep-drawn seat shells for the railway sector.

### WEIGHT REDUCTION MEETS SYSTEMS ENGINEERING

Traditional metals like steel and aluminum still dominate subway structures, but engineered polymers are steadily pushing them out as the default materials. With energy usage tightly linked to vehicle mass, lightweighting has become a system-level design priority. Every kilogram saved not only reduces propulsion energy but also cuts down on infrastructure wear, extending the life of rails, bogies, and suspension elements.

Composite structures, typically carbon or glass fiber-reinforced thermosets and thermoplastics, now offer unmatched performance in terms of strength-to-weight ratio. Recent years have brought not just wider adoption of these materials, but new ways to integrate them into vehicle design. Engineers now create components like cab hoods, front-end crash modules, underbody fairings, and sidewalls as monolithic composite structures.

This approach reduces part count and enables aerodynamic shaping and impact-absorbing geometries that metals would make impractical or cost-prohibitive.

Importantly, design-for-manufacturing has caught up. Thermoplastic composites in particular can be thermoformed or compression molded, allowing for shorter cycle times and easier recycling at end-of-life, an increasingly important factor as rail OEMs face new circularity targets.



Thermoplastic Molding Materials | Thermoplastic Composite Materials | PRODUCTS | Carbon Fiber Composite Materials | TORAY Images

### THE NVH ADVANTAGE

Subway systems operate in high-frequency, high-stress environments. Door actuators, HVAC units, and braking systems are all sources of vibration, noise, and mechanical wear. Plastics are offering transit engineers new tools to manage this "NVH" (noise, vibration, harshness) challenge.

Low-friction, self-lubricating polymers like PTFE-based compounds and PEEK now play a wide role in bushing systems, roller guides, and sliding interfaces. Unlike greased metal components, these plastics eliminate the need for constant lubrication and resist dust and dirt accumulation, an especially valuable trait in gritty urban rail tunnels.

Moreover, engineers are shaping thermoplastics like polyamide-imide (PAI) and ultra-high-molecular-weight polyethylene (UHMW-PE) into wear pads, cable carriers, and suspension isolators. These materials actively dampen vibration, improving both passenger comfort and component longevity. Their resistance to moisture, corrosion, and cleaning chemicals allows them to endure decades of daily use and frequent sanitation cycles without degrading.

### DESIGNING FOR DIGITALIZATION AND MAINTENANCE

High-performance polymers now play a central role in subway digitalization. Manufacturers increasingly use dimensionally stable, low-permittivity plastics for sensor housings, optical fiber channels, and smart connector

casings. The shift toward condition-based maintenance (CBM), which continuously monitors systems for wear or failure, drives component suppliers to develop plastics that maintain mechanical precision over millions of cycles. In addition, polymer solutions help reduce downtime during routine maintenance. Snap-fit assemblies, integrated cable guides, and modular paneling systems made from lightweight thermoplastics enable faster component swaps and reduce the need for welding or metalwork on-site.

### TOWARDS THE POLYMERIC METRO

As city planners and transit authorities map out the subways for the next 50 years, the questions they face go beyond rail gauge or automation protocols. They must also ask: what are these systems made of? Increasingly, engineered polymers are providing the answer, quietly shaping the underground future of urban mobility.



## REGULATORY FRAMEWORKS: For AI-Powered Plastic Sorting

Source: *Plastics Engineering*

2

As artificial intelligence transforms the identification, sorting, and recovery of plastics, regulators are racing to keep pace with a technology poised to redefine the future of recycling.

The global plastic waste crisis is a complex challenge that demands innovative, scalable, and precise solutions. Traditional plastic sorting systems rely on manual labor or sensor-based technologies like near-infrared (NIR) spectroscopy. These systems often struggle with mixed polymers, contamination, and high throughput demands. Artificial Intelligence, combined with machine learning and robotics, transforms this landscape by enabling faster, more accurate plastic identification and separation.

A new regulatory frontier is emerging as these AI-powered systems move from research labs and pilot phases to industrial-scale implementation.

### THE AI PROMISE IN PLASTIC RECYCLING

AI-enabled sorting systems integrate advanced imaging, NIR sensors, and learning algorithms to distinguish between plastic types (e.g., PET, HDPE, PP, PVC, PS), col-



AI, regulations must keep pace with the unique nature of these systems. Courtesy of IPI.



ors, and contaminants. These systems process visual and spectral data to classify materials in real time, adapting to variations in waste composition and environmental conditions. AI-powered sorting systems bring many benefits to plastics recycling.

They identify materials more accurately, which helps reduce cross-contamination and raises the purity and market value of recycled plastics.

Their speed and real-time decision-making also increase throughput, letting facilities process more waste with greater efficiency. Also, AI can detect tricky materials that older systems often miss, like black plastics, multilayer packaging, and flexible films.

These systems also produce detailed data on material types and flow, which helps recycling plants make more intelligent choices about layout, process improvements, and resource use.



### THE EMERGING REGULATORY IMPERATIVE

As the industry adopts AI, regulations must keep pace with the unique nature of these systems. Conventional frameworks for waste management and mechanical equipment do not address AI's dynamic behavior, reliance on data, or ethical concerns.

### DATA GOVERNANCE AND QUALITY STANDARDS

AI sorting systems depend on training data to function correctly. If the data contains bias, lacks key information, or does not reflect real waste streams, system performance can degrade. For example, underrepresentation of flexible plastics or region-specific packaging formats could lead to inaccurate classifications.

Standards should ensure that datasets represent the full range of materials, come from ethical sources, and stay securely stored. Guidelines could also define protocols for validating training data and monitoring ongoing data quality. While personal data risks are minimal in this context, transparency in data handling remains important for building public trust in AI applications.

### PERFORMANCE STANDARDS AND VERIFICATION

Unlike mechanical sorters with fixed specifications, AI systems evolve over time. Their performance can vary based on lighting conditions, material types, or algorithm updates. Verifying these systems under real operating conditions is essential.

### REGULATORY NEED

Standardized test protocols are necessary to measure accuracy, purity rates, throughput, and adaptability. These protocols should reflect real-world waste variability. Regulatory bodies or third-party certifiers may need new capabilities to evaluate AI systems periodically, not just during commissioning.

### INTEROPERABILITY AND STANDARDIZATION

Recycling involves multiple machines and software systems. Lack of interoperability between AI platforms, sensors, and robotic equipment can limit system integration and efficiency.

Promoting open standards for data formats, communication protocols (such as OPC UA or standardized APIs), and modular hardware interfaces would enable plug-and-play compatibility across the recycling value chain.

The industry can base these standards on existing industrial automation guidelines to ensure both scalability and vendor neutrality.



### ETHICAL AI AND BIAS MITIGATION

Even in technical fields like recycling, biased AI models can lead to suboptimal performance. For instance, if an algorithm underperforms in recognizing certain packaging formats or waste types common in lower-income regions, it could reduce recovery rates and contribute to material loss. Ethical oversight should ensure that teams regularly evaluate AI models to maintain consistent performance across diverse waste streams. Developers may need to document algorithm development, perform bias testing, and provide explainability tools for facility operators.

### UNLOCKING AI'S FULL POTENTIAL

Developing clear regulations for AI in plastic recycling is challenging but essential. It requires strong teamwork between recyclers, equipment makers, AI developers, and regulators.

Several global initiatives provide blueprints. For instance, the European Commission's Digital Product Passport concept could complement AI traceability in recycling systems. ISO and IEC are also developing standards related to AI performance, safety, and transparency. National recycling authorities can build on these frameworks to support safe deployment and innovation.

With the right regulatory support, AI can dramatically improve plastics recycling by increasing material recovery, enhancing quality, and reducing system costs. It can also help meet broader policy goals, such as reducing landfill use, supporting circular economy targets, and cutting greenhouse gas emissions. But to achieve this, AI demands responsible design, oversight, and continuous improvement.

## POLYMERS TAKE FLIGHT: How Plastics Are Powering eVTOL Design

*Source: Plastics Engineering*

3

eVTOL aircraft are a significant step forward for urban mobility, but their success hinges on a critical challenge: weight reduction. Advanced polymers and composites are the materials making this possible.

Electric vertical takeoff and landing (eVTOL) aircraft race from concept sketches to functional prototypes. They promise quiet, low-emission transport that bypasses traffic in cities where congestion has become unmanageable. While propulsion and battery systems often dominate the conversation, the success of this new mobility sector relies just as much on the materials that hold these aircraft together. Polymers and polymer composites are emerging as the enablers of eVTOL design, providing weight reduction, safety, manufacturability, and sustainability advantages that metals alone cannot match.

### WEIGHT REDUCTION THROUGH ADVANCED POLYMERS

Weight is the decisive factor for range, payload, and efficiency in electric flight. Advanced polymers bring densities in the range of 1.1–1.6 g/cm<sup>3</sup>, far below that of aluminum at 2.7 g/cm<sup>3</sup>, while maintaining mechanical



Advanced composites enable the next generation of flight. Courtesy of stockwell elastomerics.

properties. High-performance polymers such as polyamide-imide (PAI), polyetheretherketone (PEEK), polyetherimide (PEI), and polyimides deliver strength, stiffness, and heat resistance that meet aerospace standards. For instance, PAI grades like TORLON® maintain compressive strengths above 250 MPa and operate at 260 °C without losing stability. PEEK combines tensile strength of around 150 MPa with fatigue and chemical resistance, making it suitable for load-bearing brackets and housings. Polyimides such as VESPEL® withstand peak temperatures above 480 °C, supporting propulsion and battery systems integration. When reinforced with carbon fibers, thermoplastic composites achieve stiffness-to-weight ratios suitable for primary structures while cutting component mass nearly in half compared to aluminum.

CABIN AND GLAZING SYSTEMS

The cabin environment presents a different set of challenges where polymers again lead. Transparency and safety must coexist in passenger windows and canopies, so optical-grade polycarbonate has become preferred. It offers impact resistance up to 200 times higher than glass, reducing glazing weight by 30–50%. Aerospace polycarbonate grades also meet stringent flame, smoke, and toxicity standards such as FAR 25.853, making them viable for passenger cabins. Inside the aircraft, lightweight foams based on polyurethane or silicone play a critical role in acoustic damping, reducing cabin noise by 10–15 dB in the frequency range of rotor blades. Engineering thermoplastics also enable integrated seating systems and ducting components, where flame-retardant polyamides can substitute aluminium.



BATTERY PROTECTION AND THERMAL MANAGEMENT

Energy storage and power systems demand new polymer innovations, since performance, safety, and manufacturability must all align in electric aviation. Therefore, designers increasingly use fiber-reinforced thermoplastics for battery enclosures, because they enable complex geometries like cooling channels directly molded into structures. This integration reduces assembly steps, lowers overall weight, and simultaneously ensures adequate fire performance, thereby improving efficiency and passenger safety.

MANUFACTURING SCALABILITY

The shift from traditional aerospace to urban air mobility also demands a rethink of manufacturing methods. Manufacturers measure conventional aircraft production in hundreds of units per year, while eVTOL programs target thousands. Polymers and thermoplastic composites align with this industrial scale. Automated tape placement, compression moulding, and injection over-moulding enable cycle times measured in minutes, compared to the hours required for thermoset curing.

CERTIFICATION AND SAFETY PERFORMANCE

Certification remains one of the toughest hurdles for the industry. All materials used in the cabin and structural components must pass flame, smoke, and toxicity standards. Researchers formulate high-performance polymers with inherent flame resistance, often achieving limiting oxygen indices above 35%, which reduces reliance on halogenated additives. Another challenge is damage tolerance. At low altitudes over cities, eVTOLs must withstand impacts from bird strikes or rotor debris. Carbon fiber thermoplastics outperform thermosets in this respect, showing up to 30% higher impact toughness, which improves resilience in urban operating environments.



Toward Sustainable Urban Air Mobility  
eVTOL Aircraft Market. Courtesy of Global Market Insights.





## ↑ IIT MADRAS DEVELOPS waste-based packaging materials to eliminate plastic use

Source: *Hindu Baseline*

Over 350 million tons of agricultural waste are generated annually, much of which is burned or left to decay, causing air pollution and wasting valuable resources

Researchers at the Indian Institute of Technology (IIT), Madras, have developed an agriculture waste-based packaging material, which can be a sustainable alternative to conventional plastic foams used in packaging, officials on Thursday said.

The researchers demonstrated that mycelium-based biocomposites grown on agricultural and paper waste were found to provide quality in packaging while being biodegradable, they said. The findings were published in the reputed journal - Bioresource Technology Reports.

Lakshminath Kundanati, Assistant Professor, Department of Applied Mechanics and Biomedical Engineering, said this research has the potential to make a transformative impact on both society and the environment by offering a practical solution to two major problems - plastic pollution and agricultural waste disposal.



The research has demonstrated feasibility at the laboratory scale, with mechanical properties, water resistance, and biodegradability | Photo Credit: ddsign\_stock

By converting agricultural residues into high-strength, biodegradable packaging materials, this work directly supports reducing plastic waste produced in India which currently exceeds four million tonnes annually and leverages the 350 million tonnes of agricultural waste generated each year.

"In India, over 350 million tons of agricultural waste are generated annually, much of which is burned or left to decay, causing air pollution and wasting valuable resources. Our research aimed to address both challenges — plastic pollution and agricultural waste — by developing mycelium-based biocomposites as sustainable, biodegradable packaging materials," Kundanati said.



Mycelium-based biocomposites as sustainable, biodegradable packaging materials

"Currently, the research has demonstrated feasibility at the laboratory scale, with mechanical properties, water resistance, and biodegradability. The way forward includes optimizing substrate compositions for scalability, extending shelf life through natural coatings. By bringing this solution to market, the research aims to create affordable, eco-friendly packaging options that can replace harmful plastics, benefiting society through improved environmental health and economic opportunities," he added.

Kundanati said "These composites can further be modified to cater to other engineering applications such as thermal and acoustic insulation materials".

By cultivating fungi such as *Ganoderma lucidum* and *Pleurotus ostreatus*, which are different types of mushrooms, on agricultural and paper wastes, the team explored an innovative waste-to-value strategy.

This approach not only diverts agricultural residues from open burning but also creates fully compostable packaging solutions, aligning with circular economy principles.



“The project investigated optimal combinations of fungal strains and substrates to produce composites with mechanical properties and tune in the features of conventional plastic foams. Ultimately, this research targets reducing the ecological footprint of packaging industries and promoting sustainable alternatives that can contribute to a cleaner, healthier planet,” said Sandra Rose Biby, Research Scholar, IIT Madras.

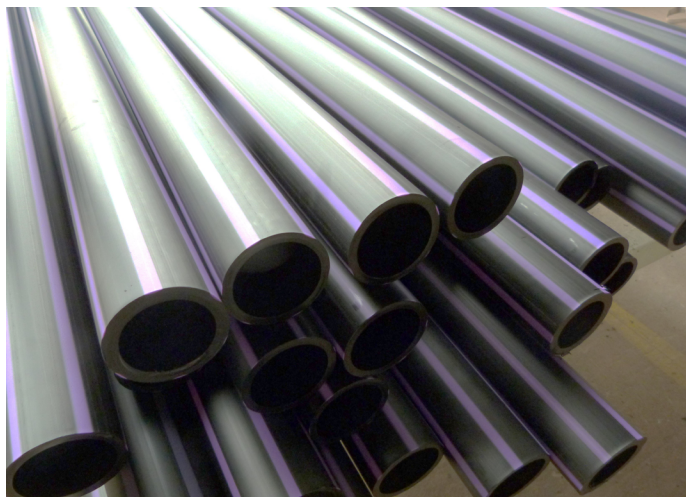
“This study systematically explores how different substrates influence mycelial growth density, hyphal microstructure, compressive strength, water absorption and biodegradability,” Biby added.



Plastic foam

## ↑ ORBIA SELLS WAVIN PIPES BUSINESS IN INDIA To Supreme Industries for \$30M

Source: Plastic News



**Mumbai** — Supreme Industries Ltd. has acquired Orbia Building & Infrastructure’s pipes and fittings business in India for \$30 million, plus working capital adjustments, in a deal finalized July 31.

The agreement includes a long-term technology license granting Supreme access to Orbia Wavin’s portfolio of advanced water management solutions, with additional fixed payments and royalties.

Supreme, India’s largest plastic pipe manufacturer, now holds full ownership of Orbia Wavin’s plants in Banmore, Madhya Pradesh; Hyderabad, Telangana; and Neemrana, Rajasthan. The company also gains exclusive rights to Wavin’s technologies for drinking water, wastewater and stormwater management in India and other South Asian countries.

“With this acquisition and agreement now complete, we are well-positioned to accelerate the next phase of growth,” said M.P. Taparia, Supreme’s managing director. Orbia CEO Sameer Bharadwaj called the deal a “landmark” for collaboration on India’s water management needs.

Mexico City-based Orbia SAB de CV will continue to operate its Technology & Innovation Center in India, while transferring all Wavin India operations and employees to Supreme.

Wavin, which Orbia reports as its Building & Infrastructure business group, posted second-quarter EBITDA of \$63 million and sales of \$629 million, down 19 and 5 percent, respectively, from the same quarter in 2024.

## ↑ NISSEI PICKS SITE IN INDIA To Build Electric Presses

Source: *Plastic News*

Nissei Plastic Industrial Co. Ltd selected a factory site near Ahmedabad City, India, and plans to invest about \$10 million (1.5 billion yen) to produce 360 electric molding machines there annually.

The company's board of directors met Sept. 5 and then announced a decision to acquire about 8.5 acres in Gujarat state that has factory buildings with a total floor area of about 130,000 square feet.



Nissei is now proceeding to purchase of the factory site and buildings, which had housed an automotive supplier.

The goal is to "shorten the time required to establish a mass production setup," a Nissei spokesman said in an email.

"This is a turnkey property requiring no land development and building construction. It was previously a manufacturing plant for automotive suspension components. Opera-

tions are scheduled to launch in April 2026," the spokesman said.

Nissei expects to initially hire 20 employees, the spokesman added. The site is within India's Sanand Industrial Association manufacturing hub, where many automotive, electronics, pharmaceutical, plastics and packaging companies are located.

Nissei has an established presence in this area, which is about a one hour-drive from the Negri Bossi India (NBI) factory, which is a group company, the spokesman said. The other benefits of the Gujarat site is proximity to ports, such as Mumbai, which serve Western countries, as well as infrastructure.

"Due to policies implemented when Prime Minister [Narendra] Modi was chief minister, infrastructure such as power supply is better developed than in other states," the spokesman said.

At the site, Nissei plans to invest 600 million yen for the land acquisition, 340 million yen for the building acquisition, 500 million yen for renovation costs, and 60 million yen for other expenses.

From this facility, Nissei will serve plastics processors in India and neighbouring countries, such as Sri Lanka and Bangladesh with machines for the packaging, cosmetic containers and agricultural supplies markets.

## ↑ PLASTIC KEYCARDS ON THE WAY OUT? Hospitality Sector Bets On

Source: *The Times of India*

Bengaluru: Hotel leaders and sustainability experts are looking to turn to technology and mindful practices to build a greener future for hospitality. As the industry moves from single-use plastic card swipe-in, biometrics is seen as the next big leap in making hotels both sustainable and guest-friendly. In future, you could enter a hotel room using just your thumb.

Speaking at a recent session titled 'From footprint to fingerprint: engineering sustainable hospitality that's personal, profitable and planet-friendly' at the 55th annual convention of Federation of Hotel and Restaurant Associations of India, hotel leaders and sustainability experts





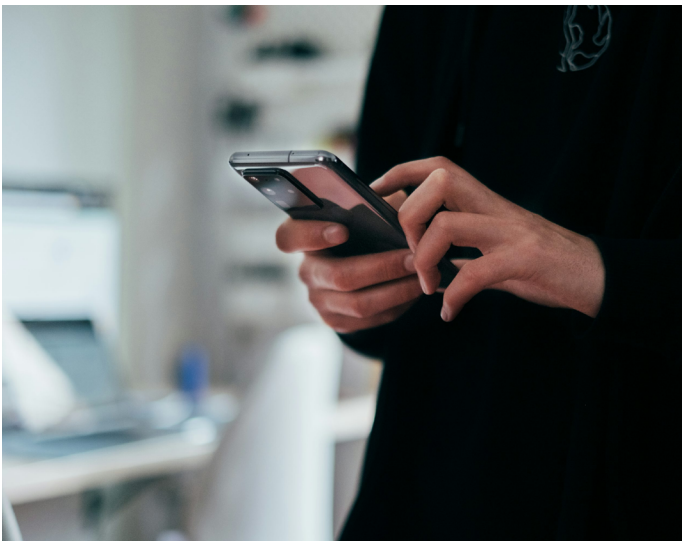


highlighted how technology and mindful practices are shaping the future of hospitality.

One emerging tech is biometric authentication such as facial recognition or fingerprint scanning — key to enhancing hotel security, ensuring that only authorised personnel and guests can access restricted areas.

“Biometric access not only eliminates plastic waste but also adds a new layer of convenience and personalisation for guests. A 200-room hotel alone uses nearly 100 plastic key cards, and when you multiply that across thousands of hotels, the footprint is enormous.”

That’s why we are moving to alternatives such as wooden chips instead of single-use plastic. We’ve also been sending access key to mobile phones,” said Vikram Cotah, CEO of GRT Hotels & Resorts.

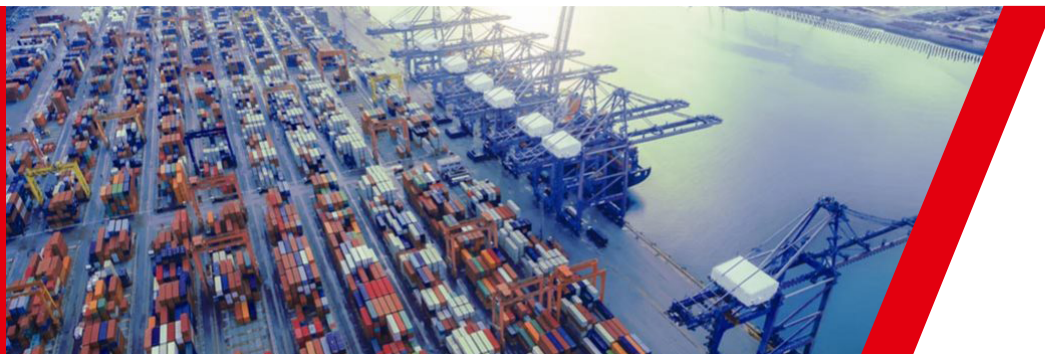




✦ INTERNATIONAL EXHIBITIONS

Sr. No.	Event Name	Date	Month	Year	City	Country
1	K-2025	08-15	October	2025	Dusseldorf	Germany
2	Bioplastics Business Breakfast K'2025 (Hybrid)	09-11	October	2025	Dusseldorf	Germany
3	Expo Cihac	15-17	October	2025	Ciudad De Mexico	Mexico
4	Mexi Mold	22-23	October	2025	Queretaro	Mexico
5	Myanmar Plas Print Pack	16-19	December	2025	Yangon	Myanmar
6	Plastex Egypt	11-16	January	2026	Egypt	Egypt





THE PLASTICS EXPORT  
PROMOTION COUNCIL

Established since 1955, the Plastics Export Promotion Council, PLEXCONCIL, is sponsored by the Ministry of Commerce and Industry, Department of Commerce, Government of India. **PLEXCONCIL is a non-profit organization representing exporters from the Indian plastics industry and is engaged in promoting the industry exports.**

The Council is focused on achieving excellence in exports by undertaking various activities and initiatives to promote the industry. The Council undertakes activities such as **participation at international trade fairs, sponsoring delegations to target markets**, inviting foreign business delegations to India, organising buyer-seller meets both in India and the overseas etc.,

The Council also routinely **undertakes research and surveys, organizes the Annual Awards to recognize top performing exporters, monitors the development of new technology** and shares the same with members, facilitates joint ventures and collaboration with foreign companies and trade associations as well as represents the issues and concerns to the relevant Government bodies.

**The Council represents a wide variety of plastics products** including - Plastics Raw Materials, Packaging Materials, Films, Consumer Goods, Writing Instruments, Travel ware, Plastic Sheets, Leather Cloth, Vinyl Floor Coverings, Pipes and Fittings, Water Storage Tanks, Custom made plastic Items from a range of plastic materials including Engineered Plastics, Electrical Accessories, FRP/GRP Products, Sanitary Fittings, Tarpaulins, Laminates, Fishing Lines/Fishnets, Cordage/Ropes/Twines, Laboratory Ware; Eye Ware, Surgical/Medical Disposables.

## MEMBERSHIP BENEFITS

- **Subsidised rates** at International Trade Fairs and Exhibitions
- **Financial benefits to exporters**, as available through Government of India
- Disseminating **trade enquiries/trade leads**
- Instituting **Export Awards** in recognition of outstanding export performance
- **Assistance on export financing** with various institutions and banks
- **Networking opportunities** within the plastics industry
- **Special price** for Dun & Bradstreet's DUNS Registered Solution, Global Profiler, and ESG Report
- **Issuance of Certificate of Origin (COO)** & Export turnover certificate.
- Advocating policy related issues.
- Organizing **Buyer seller meets (BSM)** in targeted markets / Reverse buyer seller meets (RBSM) in India.
- Addressing members' **day-to-day export operation issues with relevant authorities** and striving for resolution.
- **Compiling, analysing plastics export data, and sharing insights with trade members.**
- Any other activity based on the need of the member exporters.





## ★ NEW MEMBERS FOR THE MONTH OF SEPTEMBER 2025 ★

Sr. No	Name of the Company	Address	City	Pin	State	Email
1	Altchemix Materials Llp	Plot No. Pap V - 72/1/2, Wasuli, Midc Chakan Phase2, Chakan,	Khed	410501	Maharashtra	info@altchemix.com
2	Balson Toys Llp	Plot No 18 19 And 20 R S No 463 Golden Green Industrial Park, Khambha, Lodhika	Rajkot	360311	Gujarat	balsontoy@gmail.com
3	Hirawat Electricals Private Limited	32, Ezra Street, 5th Floor	Kolkata	700001	West Bengal	psent2005@rediffmail.com
4	Impera Polymers	Survey No. 312 Paiki 3/Paiki 2, Nr. Rameshwar Industries, Rameshwar Road, Chanchapar	Morbi	363641	Gujarat	rajupatel10584@yahoo.com
5	Isha Technologies	Flat A1 Building B1, Vaibhavnagar Ph, 2 Pimpri Waghere	Pimpri	411017	Maharashtra	venkatkrishnan0@gmail.com
6	Modern Packaging Company	Jitendra Indl Estate 2nd Floor, Andheri Kurla Road Andheri East	Mumbai	400093	Maharashtra	exports@modpkg.com
7	Mohan Mutha Infra-structures Private Limited	122/P, Garacharama-II, Near Fire Station, Garacharama Basti Junction, Prothrapur SOUTH ANDAMAN ANDAMAN AND NICOBAR ISLANDS 744105	Prothrapur	744105	Andaman & Nicobar Islands	roshan@mminfra.co.in
8	Monopoly Fibc	Survey No 910/4/2/2, Opp Akash Marble Factory, Dokmardi Industrial Estate Road, Ring Road, Dokmardi	Silvassa	396230	Dadra & Nagar Haveli And Daman & Diu	monopolyfibc@gmail.com
9	Noam Industries	216, Shivam Arcade, Second Floor, Naroda,	Ahmedabad	382330	Gujarat	noamind2025@gmail.com
10	Samrat Industries	D-110, Midc Area,	Jalgaon	425003	Maharashtra	samratindustries.jalgaon@gmail.com
11	Shreevi Polymers	Flat 3, Arunodaya Co Op Hsg Soc Ltd, Opp Sport Complex, Gattu Road, Gidc,	Ankleshwar	393002	Gujarat	shreevipolymers@gmail.com
12	Vishisht Packaging Private Limited	Survey No 169/1, Nr Chikhodara, Chikhodara, Anand	Anand	388320	Gujarat	grverma@vishishtpackaging.in
13	Wellpack Polyplast India Private Limited	01, Siddheshwari Estate, Nr Sadvichar Eye Hospital, Naroda, Ahmedabad, Ahmadabad City,	Ahmedabad	382330	Gujarat	wellpack.sew@gmail.com
14	Zoya Imprints (Opc) Private Limited	Property No. D-17, Sector-4 Dsidc, Bawana Industrial Area,	Delhi	110039	Delhi	lalima.sham@gmail.com

