

Terms of Reference

- **Definitions and classification of chemicals/chemical products, including petrochemicals**
- **Overview of Russia's Chemical Industry:**
 - general description and overall performance (current);
 - major producers (indicating output volume, value, %, ownership);
 - availability of raw materials in Russia (deposits, reserves, ownership);
 - export potential
 - Factors contributing to the growth of chemicals and chemical products market of Russia
- **Structure of the Russian market of chemicals and chemical products (with charts and tables):**
 - market size (over past 5 years)
 - total demand of chemicals and chemical products in Russia (in dynamic, over the past 5 years, value, volume, types of chemical products);
 - share of domestic production, imports and exports (% , value, volume; over past 5 years);
 - share of state procurement/private sector (% , value, volume; over past 5 years);
 - industry-wise consumption highlighting the main consumers of chemicals and chemical products (% , value, volume; over past 5 years);
 - identification of the top buyers/retailers, industry associations and groups including key influencers;
 - buying pattern;
 - price structure;
 - distribution channels
- **Detailed analysis of Russia's imports (last 5 years with charts and tables)**
 - general trend
 - Top-10 items of import and top10 importers of these items (4 or 6 digit HS-Code, its value, volume, %);
 - Top-10 countries exporting to Russia (value, volume, %)
 - top-10 importing companies (indicating items of import, volume, value, exporting country, and brief description of the company);
 - Logistics: main points (ports) of entry, means of transportation, companies involved;
 - for all the above – India's position with same indicators.
 - Marketing strategies of major exporters to Russia
- **Effects on Russian Chemicals sector due to sanctions imposed on Russia since February 2022**
- **Regulations and barriers**

- Customs procedures in Russia: general overview, import duties, points of entry, relevant rules and regulations with brief description.
 - Customs procedures in Eurasian Economic Union (EAEU)
 - Laws and regulations associated with the sector
 - Russia's strategy for chemical sector
 - Government agencies involved with area of their responsibility
 - **Illustrating with a "case study" of a chemical product produced in India to be imported to Russia.**
 - Barriers to entry of India in the market (tariff/non-tariff)
- **Opportunities for India**
 - Analysis of chemicals trade between India and Russia in last 5 years
 - Estimation of potential of India-Russia trade in the sector – supply-demand analysis (potential items of trade, volume, value, competitors, perspectives);
 - Potential Russian partners for India
 - Concrete steps to be taken by India in order to occupy greater share on the Russian market in the sector
 - Potential for forming joint ventures in development and innovations
 - Potential investment projects
 - Regional analysis- which regions offer greater opportunities for Indian companies

Others

- Enclosures in the report may contain:
 - Details of major government entities dealing with Chemicals sector in Russia;
 - List of major associations in the sector (brief description, contact details);
 - List of major Russian manufacturers (brief description, contact details);
 - List of major World manufacturers (brief description, position on the Russian market);
 - List of major importing companies, Russian/foreign (brief description, contact details)
 - List of government bodies involved in ExIm process in the sector;
 - Laws and regulations;
 - List of major exhibitions/events in Russia in the sector (brief description, next session)
- An executive summary of the report (this must cover all salient findings of the report)