

MK Dhanuka on India's US trade easing: Catalyst for agrochemical growth

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In an interview with MK Dhanuka, Chairman of Dhanuka Agritech Limited, India's agrochemical exports are highlighted as a key pillar of global competitiveness, with the United States remaining the top destination amid steady demand for technicals and formulations. In 2023-24, global exports stood at \$ 5.5 billion, while in 2024-25 they reached \$ 3.3 billion, supported by consistent shipments of key molecules such as 2,4-D, Mancozeb, and Cypermethrin.

He notes that recent India's US trade easing is expected to further enhance export potential by improving market access, encouraging capacity expansion, and accelerating product registrations. Going forward, increased focus on value-added formulations, regulatory compliance, and strategic partnerships is likely to strengthen India's position in advanced agrochemical markets.

What was the total agrochemical export from India to US in 2024-25 and 2023-24? Also include latest data till November/December?

India continues to strengthen its position as a global supplier of crop-protection solutions, supported by strong manufacturing capabilities and export competitiveness. The United States remains a key destination for Indian agrochemical exports, driven by steady demand for technical active ingredients and generic formulations. This reflects India's role in global supply chains and its ability to meet quality and regulatory standards of advanced markets, while export performance is influenced by approvals, seasonal demand, and supply-chain dynamics.

In 2023-24, India's overall agrochemical export value (global, all destinations) stood at US\$ 5.5 billion, with the US as the top market, followed by Brazil. In 2024-25, total exports were valued at US\$ 3.3 billion globally, again with the US remaining the leading destination.

In recent months, the US imported technicals in volume, with 3,457.9 tonnes in September 2025 and 5,148.75 tonnes in October 2025.

What are the products the industry exporting to the USA?

India's agrochemical exports to the United States are supported by its strong manufacturing base and capabilities in producing technical-grade active ingredients and a wide range of crop-protection solutions. The export basket includes insecticides, herbicides, fungicides, plant growth regulators, and seed-treatment products supplied as technicals as well as finished formulations.

Key molecules exported to the US include 2,4-D, Glufosinate Ammonium, Lambda Cyhalothrin, Chlorantraniliprole, Chlorpyrifos, Diuron, Triclopyr, Bifenthrin, Prothioconazole, Picoxystrobin, Cymoxanil, Acephate, Cypermethrin, and Mancozeb, reflecting India's integration into global crop-protection value chains and its ability to serve multiple agricultural applications. Growing regulatory familiarity and supply reliability have supported deeper engagement with advanced markets, while increasing focus on value-added formulations and specialised solutions continues to shape export offerings.

How do you see the deal will benefit the agrochemical industry in India?

Following the recent India-US trade understanding and tariff easing, the outlook for India's agrochemical industry appears more positive, as improved market access and reduced trade barriers strengthen export competitiveness in supplying technicals and formulations to regulated markets such as the United States. Greater predictability in trade engagement can support investment in product registrations, partnerships, and innovation, while balanced implementation remains important to ensure that domestic industry and farmers' interests are protected alongside global opportunities.

To leverage this environment, the industry is likely to prioritise exports of high-demand technical molecules such as 2,4-D, Mancozeb, Acephate, and Cypermethrin, while accelerating product registrations in the US to benefit from tariff reductions. Companies may also work towards increasing capacity utilisation by around 20-25 per cent and strengthening partnerships with US formulators to expand market presence. At the same time, the use of export credit and insurance mechanisms can support stable cash flows, and savings from lower tariffs can be reinvested into R&D to develop safer formulations aligned with US EPA compliance, enhancing long-term competitiveness.