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# THE GLOBAL WALLPAPER EXPORT HANDBOOK

A comprehensive guide for manufacturers and exporters seeking to navigate international markets , meet buyer expectations, and scale wallpaper exports profitably.

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# WHY WALLPAPER COMMANDS PREMIUM VALUE GLOBALLY

Wallpaper has evolved from a simple decorative material into a high-value interior product that commands premium pricing across global markets. Unlike paint, wallcoverings offer texture, dimension, and design complexity that appeals to both residential and commercial buyers.

The global wallpaper market continues to expand, driven by urbanisation, hospitality sector growth, and rising consumer preference for customisable, design-forward interiors. Export-grade wallpapers typically achieve 30–50% higher margins than domestic-only products.



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# Product Types Driving Export Demand



## VINYL WALLPAPERS

Durable, washable, moisture-resistant. Ideal for kitchens, bathrooms, and high-traffic commercial spaces.



## NON-WOVEN

Breathable, tear-resistant, easy to install and remove. Increasingly popular in Europe and North America.



## ECO-FRIENDLY OPTIONS

Recycled materials, water-based inks, and biodegradable substrates meet growing sustainability demands.



## TEXTILE & 3D DESIGNS

Premium segment with embossed textures, metallic finishes, and fabric-backed constructions for luxury projects.

Each category serves distinct buyer profiles, from cost-conscious retail chains to high-end interior designers specifying bespoke solutions.





EXPORT MARKETS

# Where the Demand Is: Priority Export Destinations

## Europe

United Kingdom, Germany, France, and Italy lead imports. Strong preference for eco-certified, design-led products with FSC and CE compliance.

## North America

USA and Canada show robust demand for vinyl and non-woven types. Fire-resistance certifications (ASTM E84) are mandatory for commercial projects.

## Middle East & Asia-Pacific

UAE, Saudi Arabia, Australia, and Singapore import high volumes for hospitality and luxury residential developments. Custom designs command premium pricing.

# DESIGN TRENDS SHAPING BUYER PREFERENCES

## · TEXTURES & FINISHES

- Botanical and nature-inspired motifs remain dominant across all regions
- Metallic accents, especially gold and copper, for accent walls
- Grasscloth and linen-look textures for organic, tactile appeal
- Geometric patterns and Art Deco revivals in commercial interiors



□ Buyers increasingly request sample books with physical swatches before placing bulk orders. Digital mockups alone rarely close deals.



# CRITICAL QUALITY PARAMETERS FOR EXPORT-GRADE WALLPAPER

01

## **Durability & Abrasion Resistance**

Tested per ISO 11998 standards; commercial-grade products must withstand 10,000+ scrub cycles.

02

## **Colour Fastness**

Resistance to fading under UV exposure (ISO 105-B02). Buyers expect minimum Grade 5 rating for light fastness.

03

## **Washability & Stain Resistance**

Classification ranges from spongeable to scrubbable; vinyl types must meet EN 259 wash ability standards.

04

## **Fire Resistance**

Class B-s1,d0 rating (EN 13501) for European markets; ASTM E84 Class A for North American commercial projects.

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# CERTIFICATIONS & COMPLIANCE REQUIREMENTS



## ISO 9001 QUALITY MANAGEMENT

Baseline certification demonstrating consistent production standards and traceability.



## FSC & PEFC FOR ECO-COMPLIANCE

Forest Stewardship Council and Programme for Endorsement of Forest Certification for sustainably sourced paper-based wallpapers.



## CE MARKING & REACH

Mandatory for EU exports; confirms conformity with health, safety, and environmental protection standards.



## Fire Safety Certifications

EN13501 (Europe), ASTM E 84 (USA), AS/NZ S3837 (Australia/NZ) depending on destination market.





# PACKAGING, PROTECTION & EXPORT DOCUMENTATION

## · PACKAGING STANDARDS

- Individual rolls sealed in polyethylene sleeves to prevent moisture ingress
- Rigid cardboard tubes or hexagonal cores for structural protection
- Outer cartons with desiccants for sea freight consignments
- Labelling must include batch numbers, roll dimensions, and pattern match codes

## HS CODES & DOCUMENTATION

HS Code 4814 (wall paper and similar wallcoverings; window transparencies of paper)

Commercial invoice, packing list, certificate of origin

Bill of lading (BL) or airway bill (AWB) depending on shipment mode



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# Pricing Structures & Incoterms for Export

## **EXW (Ex Works)**

Buyer collects from factory. Lowest price point; exporter has minimal responsibility. Suitable for experienced importers with established logistics.

## **FOB (Free On Board)**

Exporter delivers to port and covers loading costs. Most common for sea freight; buyer arranges main carriage and insurance.

## **CIF (Cost, Insurance, Freight)**

Exporter covers shipping and insurance to destination port. Higher price but reduces buyer risk; preferred by smaller importers.

- ❏ Margins typically range from 35–60% depending on product complexity, order volume, and destination. Premium textile and 3D wallpapers command the highest margins.

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# Securing Repeat Orders: Marketing & Buyer Outreach



## Professional Sampling

Invest in high-quality sample book with A4-sized swatches. Include technical datasheets and installation guidance.



## Trade Show Presence

Exhibit at Heim textil (Frankfurt), Decorex (London), and HD Expo (Las Vegas) to meet qualified buyers face-to-face.



## Digital Catalogues & B2B Platforms

Maintain updated catalogues on Alibaba, Global Sources, and dedicated web sites with filterable product specifications.

## BUILDING LONG-TERM RELATIONSHIPS

- Offer flexible MOQs for initial trial orders
- Provide rapid sampling turnaround (7–10 days maximum)
- Maintain consistent lead times and quality across repeat orders
- Establish tiered pricing for volume commitments

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