

# INTERNATIONAL PARTNERSHIP PROGRAM

# ABOUT CHEMTECH

Since 1975, CHEMTECH Foundation has been creating B2B technology platforms for the core industrial sectors of Chemical Processing, Oil & Gas, Refining & Petrochemicals, Specialty Chemicals, Pharma & Biotechnology, Power, Infrastructure & Architecture, Industrial Automation, Water Management, Inland Waterways & Ports. Chemtech is in the 5th decade of serving the industries and from tradeshow for chemical processing equipment & technologies in 1975, the flagship event has evolved as the largest platform in India to create an ecosystem that comprises of upstream, midstream, downstream and specialty chemicals.

International Partnership Program (IPP) aims to foster stronger partnerships with the Indian chemical industry and the allied services providing sectors. The program has been specifically designed to enable multiple organizations from the same country to have maximum exposure in the Indian market and provide direct connect with the key decision makers to explore business opportunities during international exhibitions and conferences organized under CHEMTECH umbrella. IPP is a tailor made program offered by CHEMTECH to international industry associations and overseas chambers of trade & commerce to create an opportunity for their member companies to connect with the Indian industries through:

**International Delegation Visit** - Pre-planned schedule for members of delegation to industrial tradeshows organized under umbrella of CHEMTECH Foundation to meet potential customers and vendor development

**Country / Association Pavilion** - Technology & product display by companies from same country or members of association in minimum 50 sq. m. space in the exhibition hall

**B2B Meetings** - Customised meetings to explore synergistic partnerships during event to facilitate collaborations

**Industry visits** - Pre-planned travel to factories for potential customers or vendor development

**Networking reception** - Formal evening get together only for the overseas delegation to connect with the key decision makers from targeted industries

**Directory Listing** - Publishing company information, products list and contact details in Who's Who – the exhibitor's directory



## PROGRAM BENEFITS

- ✓ Faster penetration in the **Indian market**
- ✓ Present latest equipment, technologies & services to **19,000+** industry professionals
- ✓ Network with **300+** influencers & decision makers from Indian chemical industry & allied services sectors
- ✓ **B2B meetings** with potential customers & vendors
- ✓ Connect with international players from **18+ countries**
- ✓ **Complimentary passes** for Technical Conferences, networking evening and Awards presentation ceremony
- ✓ Preferential rates for accommodation through **travel partners**

# PEEK INTO OPPORTUNITIES IN INDIAN MARKET



## Over 70,000 commercial products

Crop protection chemicals to reach USD 7.5 billion by 2019.

Petrochemical market to reach USD 100 billion by 2022

Chloralkali market to Reach USD 4 Million through 2019

✓ 100% FDI

✓ 42 Projects

✓ Total investments - USD 820.2 million



## USD 778.90 billion opportunity in infrastructure by 2022

Turnover of capital goods industry is expected to increase to USD 115.17 billion by 2025

Engineering R&D market will increase from USD 28 billion in FY18 to USD 42 billion by FY22

Market size Process plant equipment: USD 3.7 billion

✓ 100% FDI in Capital Goods

✓ 49% FDI in Services



## Specialty Chemicals market to reach USD 70 billion by 2020

✓ 100% FDI



## Pharma Market size to reach USD 55 billion by 2020

Biosimilars market to be USD 40 billion by 2030

74% FDI is permitted in this sector

✓ Projects = 20

✓ Investments = USD 276.6 million



## Water & Waste Water

✓ Projects = 581

✓ Investments = USD 7.5 billion



### Oil & Gas

**100 % FDI** in Exploration, Marketing & infrastructure related to marketing of petroleum products and natural gas

✓ **Projects = 12**

✓ **Investments = USD 3.2 billion**



9% increase in LNG imports by 2022

**15 MMTPA total regasification capacity addition**

Additional **13,000 km pipeline gas network**

CGD to attract over **USD 1.3 billion in next decade**; 10,000 additional CNG stations

✓ **100% FDI LNG Regasification infrastructure**

✓ **100% FDI in Marketing & infrastructure related to natural gas**



**77% rise in refining capacity by 2030**

**60 MMTPA Greenfield refinery on East coast**

Capacity additions : **PSUs: 37 MMTPA - IOCL; 20 MMTPA ONGC - HPCL, 20 MMTPA - BPCL**

Private players: **30 MMTPA - RIL ; 25 MMTPA - Vadinar Refinery**

✓ **49% FDI in PSU refineries**



**Heavy electrical equipment: USD 24.2 bn**

Investment opportunity of **USD 137.4 mn in renewable energy**

**USD 179.31 billion** investment opportunity across thermal, hydro, nuclear & renewable

✓ **100 % FDI allowed under automatic route**



**100% FDI** under automatic route is permitted in construction sector for cities and townships

✓ **100 smart cities**

✓ **1095 projects**

✓ **investment of USD 39.4 bn**



**187 projects in ports & shipping** requiring **USD 23.2 bn investment**

✓ **100% FDI allowed**

## Facts & Figures 2019



EXHIBITORS  
**612**



VISITORS  
**18962**



CONFERENCES  
**6**



DELEGATES  
**923**



STUDENTS  
**2150**



COUNTRIES  
**18**





**CHEMTECH + EPC World Expo 2019 - Mumbai**



 **Student Outreach Program**

 **Student Outreach Program BioTech**

## Jasubhai Media Pvt. Ltd.

Taj Building, 3rd Floor, 210, Dr. D N Road, Fort, Mumbai – 400 001, INDIA.  
**Tel:** +91-22-4037 3636, **Fax:** +91-22-4037 3635, **Email:** sales@jasubhai.com

**Ahmedabad**  
64/A, Phase 1,  
GIDC Indl Estate Vatva,  
Ahmedabad 382 445  
Tel: +91-79-25831042  
Fax: +91-79-25831825  
E-mail: sales@jasubhai.com

**Chennai**  
1-A, Jhaver Plaza, 1st Flr.  
Nungambakkam High Road  
Chennai 600 034.  
Tel: +91-44-43123936  
Email: princebel\_m@jasubhai.com

**New Delhi**  
803, Chiranjiv Tower, 43, Nehru Place,  
New Delhi - 110 019, India.  
Tel: 91-11-4674 5555,  
Fax: 91-11-2642 7404,  
Email: pr\_singh@jasubhai.com

**Pune**  
Suite 201, White House, 1482  
Sadashiv Peth Tilak Road, Pune 411 030  
Tel: +91-20-24494572  
Telefax: +91-20-24482059  
E-mail: amit\_bhalerao@jasubhai.com

**Vadodara**  
202 Concorde Bldg  
Above Times of India Office  
R C Dutt Road, Alkapuri  
Vadodara - 390 007  
Telefax: +91-79-25831825  
E-mail: sales@jasubhai.com