

## ABOUT US

The CHEMTECH Foundation is India's leading industry association since 1975. The Foundation has connected the Chemical Process Industry in India with a constant focus on innovations and technology. Today, the CHEMTECH Group has a strong presence across the 8 major industry verticals and organises trade fairs and events for the various industries, namely Oil & Gas, Chemical & Process, Pharmaceutical & Biotechnology, Water Management, Industry Automation & Control, Shipping & Maritime, Power & Energy and Infrastructure & Architecture.

## PAST SUCCESS STORIES

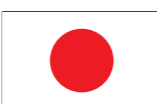


### German Pavilion



Verband Deuter Maschinen- und Anlagenbau – German Engineering Federation (VDMA) has continuously rendered support to German companies to showcase the products under German Pavilion during every edition of CHEMTECH + PharmaBIO

World Expo and enabled them to reach the products to the growing world markets.



### Japan Day Seminar & Networking Reception



Mr. Masahiko Yoshida, Director for Boat Affairs Office, Shipbuilding and Ship Machinery Division, Maritime Bureau, Ministry of Land, Infrastructure, Transport and Tourism (MLIT) led 50 member delegation of Japan Marine Equipment Association (JSMEA) during Shipping Marine & Ports World Expo 2012 to strengthen the ties between the maritime industries of India.



### French Pavilion



UBI France, the French Trade Commission to India led the delegation from its home country to participate in CHEMTECH WORLD Expo 2011 to facilitate access to the Indian market for business development and investment projects in Indian

chemical pharmaceutical and allied industries.



### CZECH Republic Pavilion



Ministry of Industry & Trade, Czech Republic led the delegation of equipment manufacturers to display products & services offered by Czech manufacturers and suppliers at the global platform.

TO REGISTER FOR THE 29th EDITION OF CHEMTECH WORLD EXPO 2019  
 contact your Chemtech Service Agent or log on to [www.chemtech-online.com](http://www.chemtech-online.com)



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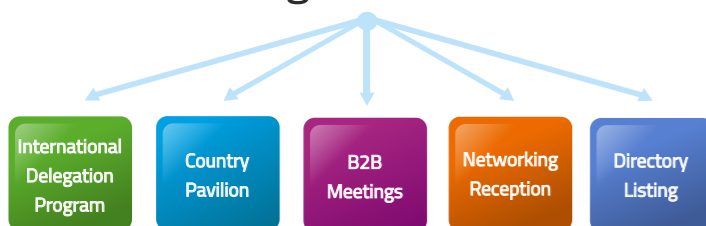
# Building Strategic Partnerships

## International Partnership Program (IPP) For Greater Cross Border Cooperation





## International Partnership Program (IPP)



CHEMTECH Foundation initiated the International Partnership Program in 2011, aimed at creating an interface for fostering strong collaborations between the industries of mutual interest from different countries through its five point program comprising of: International Delegation Program (IDP), Networking Reception, Country Pavilion, Technical Seminar & Directory Listing.

The International Partnership Program (IPP) has been developed to have a 360-degree approach to connect the buyer and seller industries of different countries at a global platform in India. IPP aims to provide faster penetration into overseas companies and connect technology seekers with technology providers in the rapidly growing Indian market.

### International Delegation Program

The International Delegation Program (IDP) facilitates the visit of representatives from overseas companies to industrial tradeshows organised under the CHEMTECH Foundation umbrella. CHEMTECH organises industrial visits to the factories to promote collaborations and alliances in furtherance of the company's development goals globally. IDP further enables the international delegation to have focused interactions & B2B meetings to explore synergies with potential business & technology partners and explore partnerships in their area of interest, thus creating avenues to explore investment opportunities, partnerships and probable alliances for strong penetration in the Indian domestic market.

#### Program Benefits

- 10 members to bring delegation, the rate per member is Euro 650/- + service tax @15%.
- The Industry association has to give the classification of targeted industry to organise factory visits and focused interactive sessions for the delegates during their visit to the expo.
- If the delegation member exceeds more than 15 members, 10% discount will be provided.
- The confirmed delegation members can also attend the networking reception cum cocktails and dinner.
- The confirmed delegation members can also attend the award ceremony.
- The confirmed delegation can also attend the technical seminar.
- Conference Registration.
- Complimentary Registration for Expo.
- Sightseeing Tour of Mumbai.
- Facilitate Sight Seeing (out of Mumbai) through Official Travel Partner.
- Preferential Rates with Official Hotel Partner.

### Country Pavilion

Country-specific pavilions allow the country to exhibit their industrial strength through the display of technologies, products and services by different companies at the global level during the exhibition. Presence during CHEMTECH series of events & conferences allows the participants to understand the trends prevailing in other countries, and interact and network with delegates from India and various other countries.

#### Program Benefits

- Minimum 50 sq.mts required to be designated 'Country Pavilion'.
- If the Industry Association confirms more than 8 companies to form pavilion, a display of 9 sq.mtrs stand will be provided complimentary to the Association.
- Logo of the Industry Association will be mentioned in our event website as the supporting association.
- The companies contact details will be listed in the exhibitor's directory.

### B2B Meetings

B2B meetings at the venue will be arranged by CHEMTECH after registration of companies through SME Matchmaking Services to look out for potential technology or business partners in Indian industry. The companies will have to register the details about the organization, and details of potential partners, which will be matched with the Indian and other international companies who have already registered for this program.

The pre-planned business meetings will enable the organizations to promote the services and technologies across the right audience to create synergistic partnerships.

#### Program Benefits

- Registered companies get opportunity to explore synergistic partnerships with Indian and other international companies registered for SME Matchmaking Services
- B2B meetings will be run at the exhibition venue where the companies can easily demonstrate their technologies to potential partners and customers
- Charges for setting up meetings will be € 2000 and additional 15% service tax
- Participants in the program will be entitled to attend the Networking evenings and Awards Ceremony during which will be organised concurrently during CHEMTECH World Expo
- The details of company will be included in the exhibitor's directory and conference compendium
- Registered companies for B2B meetings will get Preferential Rates through Official Hotel Partner

### Networking Reception

CHEMTECH organises formal evening networking meets, a congregation for promoting endeavours to foster better interaction of overseas delegation with representatives from the Indian Government, Policy makers, Industry captains, Key decision makers, Industry commentators, Influencers and Heads of Indian companies under one roof, helping to develop strong business bonds.

#### Program Benefits

- Networking Reception is an additional Value Add that can be availed by the Industry Associations under following conditions:
  - a. Country Pavilion minimum 50 sq.mts/8 Companies
  - b. Minimum 15 Delegates under the IDP Program
  - c. 'Country Day' conducted by a minimum of 7 Companies.
- Members/Delegates from the Industry Associations will be invited to a special Networking Reception.
- This Reception may be held in concurrence with other similar Reception, at the discretion of the Organizers.
- If the Industry Association wishes to conduct the Network Reception exclusively for their own members, it may be organised with an additional charge.

## Welcome to India

- India is expected to become the fifth largest manufacturing country in the world by the end of year 2020 (According to the Global Manufacturing Competitiveness Index published by Deloitte)
- Manufacturing sector of India has the potential to reach USD1 trillion by 2025,
- Expected to rank amongst the top three growth economies and manufacturing destination of the world by the year 2020
- By 2025, the Indian chemical industry is projected to reach USD 403 billion
- Accounts for approximately 16 per cent of the world production of dyestuff & dye intermediates, particularly for reactive acid & direct dyes
- Currently the world's 3rd largest consumer of polymers & 3rd largest producer of agrochemicals
- Specialty Chemicals industry to reach USD 80-100 billion by 2023
- Refining capacity stands at 247.6 MTPA presently; projected to increase to 259 MTPA by 2020, 439 MTPA by 2030, 554 MTPA by 2035, 667 MTPA by 2040
- Spending on engineering services projected to increase to USD 1.1 trillion by 2020.
- Capital goods sector expected to triple in size to USD 116 billion and add 21 million jobs by 2025.
- Industrial valves market is estimated to reach USD 3 billion by 2023
- USD 300 billion worth investment opportunities for foreign investors in Oil & Gas sector
- CNG Plants & allied infrastructure worth USD 1.10 billion plans underway to promote use of clean fuel
- Indian pharmaceutical sector expected to grow to USD 20 billion by 2020, reach USD100 billion by 2025
- Logistics sector expected to increase at a CAGR of 10.5 per cent, from USD 160 billion in 2017 to USD 215 billion by 2020.
- Additional USD 777.73 billion required in infrastructure by 2022 to have sustainable development in the country.
- Ranks 3rd among the most attractive investment destinations for technology transactions in the world.
- India's Engineering R&D (ER&D) Globalization and Services market reached USD 22.3 billion in 2016; set to rise to USD 38 billion by 2020

