Chemical & Petrochemical Market & Outlook in India 2022:
Market Opportunity Analysis by application and usage of chemicals, by segment (like agrichemicals, specialty chemicals & petrochemicals) & unearthing key State’s in India for investment opportunities with due diligence on future outlook
Exhibit 01: Market Size & Anticipated Growth 2019 (Forecasted) for Different Segment of Chemicals in India

AGROCHEMICALS
- US$ 10.1 bn (2019f)
- US$ 5.7 bn (2014)
- 12% CAGR

FRAGRANCES & FALVOURS
- US$ 4.8 bn (2019f)
- US$ 2.7 bn (2014)
- 12% CAGR

DYES & PIGMENTS
- US$ 8.4 bn (2019f)
- US$ 4.9 bn (2014)
- 11% CAGR

PERSONAL CARE & ACTIVE INGREDIENTS
- US$ 0.8 bn (2019f)
- US$ 0.4 bn (2014)
- 15% CAGR

WATER CHEMICALS
- US$ 1.9 bn (2019f)
- US$ 1.1 bn (2014)
- 15% CAGR

CONSTRUCTION CHEMICALS
- US$ 1.2 bn (2019f)
- US$ 0.6 bn (2014)
- 15% CAGR

SURFACTANTS
- US$ 4.8 bn (2019f)
- US$ 2.6 bn (2014)
- 13% CAGR

TEXTILE CHEMICALS
- US$ 1.9 bn (2019f)
- US$ 1.1 bn (2014)
- 12% CAGR

POLYMER ADDITIVES
- US$ 0.7 bn (2019f)
- US$ 0.4 bn (2014)
- 10% CAGR

Source: enincon research & analysis and Avendus Capital
Why enincon’s report upon “Chemical & Petrochemical Market & Outlook in India 2022”

CHEMICAL & PETROCHEMICAL BUSINESS ACROSS THE GLOBE EXPECTED FOLLOW STEADY GROWTH, BUT IN INDIA THE TUNE SHALL BE WINNING THE INDUSTRY ATTENTION & INVESTMENT SHALL INCREASE

India with its economic growth projections at a similar levels to the beginning of century i.e. 2000’s the demand for chemical industry shall be good enough to attract eye balls from across the globe. With A-PAC being the region attracting maximum growth scale opportunity and the relative stability in the oil prices touted as main driver shall see the countries under the positive growth margins. Given, the mature market conditions of China, India shall be the growth market rendering opportunities to the players involved in the chemical value chain extending from agrochemicals, speciality chemicals and petrochemicals at the same time.

But what’s less recognized is the limited development upon the requisite infrastructure front specially in country’s petrochemical-intermediates sector—the key link between the production of petrochemicals and speciality chemicals. This link is crucial for futuristic market sustenance in a country like India as without apt consumer base any market shall be put to test. Consequently, it is an imperative to improve upon the factor that’s essential to meet burgeoning consumer demand and to enable the emergence of higher-value-added industries. The growth market identification depends upon two primary reasons, first being the domestic demand and second being the export potential and channels available there off. Hence, the available indices in India needs to be identified for a transcending growth market domestically and exactly position them to benefit the local value chain players. Also, given the push to the “Make in India” initiative is likely to gather momentum further shall bring more production capability requiring an additional demand segment which is most likely be fulfilled by exports. India is entering a similar phase to which China already did almost a decade back and is certain to test the establishments for new brimming market conditions. Market shall change its primary characteristics from mildly competitive to intensely competitive.
Several key insights emerged from our prelim findings, low cost labor and raw material availability have been the advantages enjoyed by Indian manufacturing companies traditionally. Increasingly, though, specialty chemicals companies are focusing beyond these traditional cost advantages. In agrochemicals, for instance, the focus is largely on branding and distribution. Product development capabilities have become increasingly important across segments and account for the difference between top and bottom performers. Surfactants and dyes are areas where scale and operational efficiency are still the success factors – these segments correspondingly have lower margins. To estimate the overall business potential currently and be adaptive with respect to the outlook till 2022 we have delved deep into market happenings and shall be projecting exact market size through our exclusive tool based forecast designed Chemical market in India. Our experienced sector specialists, domain consultants & analysts shall combine to present and extremely robust dossier to produce a seamless business decision making process with highly flexible service offerings to customize the report as well as per the customer requirements for both small & large scale installations catering to both domestic and export market horizons. The report shall be a path finding guide for estimating the market analysis for Chemicals & petrochemicals market by segment like agrichemicals, specialty chemicals etc. with deep focus on companies benchmarking & intelligent information for them. To learn of contents & coverage you may see the detailed “Table of Content” which shall enable further the business objectives respectively.

Exhibit 02: Rationale Demarcated for Competitive Advantage in Chemical & Petrochemical Market of India with Success Factors

<table>
<thead>
<tr>
<th>SEGMENT</th>
<th>PRODUCTION SCALE</th>
<th>RAW MATERIAL SOURCING</th>
<th>PRODUCT DEVELOPMENT</th>
<th>BRANDING</th>
<th>DISTRIBUTION</th>
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<tbody>
<tr>
<td>PERSONAL CARE &amp; ACTIVE INGREDIENTS</td>
<td>↑</td>
<td></td>
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<td>↑</td>
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<tr>
<td>AGRO CHEMICALS</td>
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<td>↑</td>
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<tr>
<td>FRAGRANCES &amp; FALVOURS</td>
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<tr>
<td>CONSTRUCTION CHEMICALS</td>
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<tr>
<td>SURFACTANTS</td>
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Source: enincon research & analysis, Avendus
Exhibit 03: Segment Wise Growth of Agro Chemicals in India (in USD bn)

<table>
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<tr>
<th></th>
<th>2009</th>
<th>2014</th>
<th>2019F</th>
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<tbody>
<tr>
<td>Insecticides</td>
<td>0.1</td>
<td>0.9</td>
<td>0.9</td>
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<tr>
<td>Fungicides</td>
<td>0.6</td>
<td>3.4</td>
<td>1.8</td>
</tr>
<tr>
<td>Herbicides</td>
<td>2.1</td>
<td>5.5</td>
<td>1.8</td>
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<tr>
<td>Others</td>
<td>0.3</td>
<td>1.0</td>
<td>5.5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>6.1</td>
<td>10.8</td>
<td>15.1</td>
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<table>
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<th></th>
<th>CAGR 2009-2014</th>
<th>CAGR 2014-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insecticides</td>
<td>10.2%</td>
<td>10.0%</td>
</tr>
<tr>
<td>Fungicides</td>
<td>13.2%</td>
<td>12.0%</td>
</tr>
<tr>
<td>Herbicides</td>
<td>15.0%</td>
<td>15.0%</td>
</tr>
<tr>
<td>Others</td>
<td>21.4%</td>
<td>21.1%</td>
</tr>
<tr>
<td><strong>Overall</strong></td>
<td>12.0%</td>
<td>12.0%</td>
</tr>
</tbody>
</table>

Source: enincon research & analysis, Ministry of Agriculture & Farmers Welfare GoI, and Avendus

**BUSINESS CASE FOR CHEMICAL & PETROCHEMICALS IN INDIA**

- India's chemical sector is expected to double its size at US 300 bn by 2025, clocking an annual growth rate of 8-10 per cent per annum from now on.
- Central Government of India has announced plans to ensure the robust market size by implementation of a new policy upon the sector so that domestic production could be strengthened and imports can be curbed.
- Innovative usage of plastic to be promoted which shall aid the petrochemical sector. This shall also help in R&D for better use of plastic and shall fuel the growth of petchem sector in India.
- Complete revamping of the current Petroleum, Chemicals & Petrochemicals Investment Regions (PCPIRs) policy to encourage effective and long-term investments in the sector. This in turn shall see foreign participants investing in the sector.
- Free trade Agreements (FTAs) to be promoted in India to directly aid the chemical sector in the country which in turn shall help the business case of exports from the country.
• Determination of overall Chemical market size and growth pattern in India with inclusive policy dynamics
• Key market trends for chemical & petrochemical segment in India with split of key producing regions
• In-depth chemical market segmentation in India and their effective sizing as per varying parameters into categories like industrial gas, agrochemicals, petrochemicals, dyes & pigments, adhesives, paints & coatings and fertilizers
• Industrial Gas segment market characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022
• Synthetic dye & pigments characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022
• Plastic material & resin market characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022
• Agrochemical segment market characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022
• Paints & coatings market characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022
• Adhesives market characteristics and state wise analysis as per attractive indices developed through intense primary research & future outlook projections till 2022 coupled with changing end use
• Demand-supply dynamics under multi factor analysis for entire domestic & export market in India
• Detailed petrochemical market analysis by segment & determination future outlook till 2022 in India
KEY HIGHLIGHTS

• Opportunity for both domestic and foreign players under industrial gas segment market of India & outlook till 2022
• Opportunity for both domestic and foreign players under fertilizer market of India & outlook till 2022
• Best suited location identification for venturing in chemical market of India – Best fit regional analysis D2I Model feed
• Opportunity Sizing for adhesive solution providers in India and outlook till 2022
• Financial Attractiveness Index for both small & large scale participants under both domestic & import market of Indian chemical sector
• Opportunity track for synthetic dye and pigments market with focus on future outlook till 2022
• Opportunity for both domestic and foreign players under plastic and resin of India & outlook till 2022
• Ethyl alcohol and basic organic chemicals - Market characteristics, Trends and outlook 2022 in India
• Opportunity analysis for Paints and coatings and outlook 2022 in India
• Application based opportunity track for end consumer industry like solar power, wind turbine, hydro power, cement, aerospace & defense and automotive etc.
• Company Benchmarks for products, services, margins, financial performance for top Chemical Players in India
“Chemical industry in India should focus upon assuring feedstock supply and increase the procurement on collective basis by domestic players to reduce the price burden.”

Times of India

“Depreciation of rupee and rising gas costs is likely to increase the urea subsidy shortfall to INR.9,000 crore this financial year, a report said today. Urea players have been witnessing rising gas costs, which coupled with the depreciation of rupees against the US dollar will result in higher cost of production “

Economic Times

KEY QUERIES ADDRESSED

• What shall be in-store for India for Chemical & Petrochemical Market?
• What shall be scale of opportunity for both domestic and foreign players under industrial gas segment market in India?
• What shall be the opportunity for both domestic and foreign players under fertilizer market of & how shall be the outlook?
• What shall be region wise opportunity in India for locations identified for venturing in chemical market of India – Best fit regional analysis D2I Model feed
• How attractive financial returns shall be if companies engage in both domestic & export demand markets?
• What shall be opportunity as per sizing for adhesive solution providers in India and outlook till 2022?
• What size and scale of track for synthetic dye and pigments market with focus on future outlook till 2022?
• What size and scale of opportunity both domestic and foreign players under plastic and resin of India & outlook till 2022?
• What shall be the key drivers and barriers to robust market growth?
• Which company shall lead the Chemical & Petchem market in India till 2024?
MUST BUY FOR

- Industrial Gas Suppliers/Consumers
- Fertilizer Manufacturers
- Automotive & Defense Sector
- Paints & coatings service providers
- Adhesives solution service providers
- Plastic & resin manufacturers
- Agrochemical Manufacturers & Importers
- Synthetic Dye & Pigment producers
- Refineries & End User Segment
- Crude producing companies
- Feedstock companies
- Utility Solar Power Project Developers
- Government & Regulatory Bodies
- Research Institutions/Bodies
- Funding Bodies/Banks

COMPANIES MENTIONED

- Sinopec
- Chevron Phillips
- Dow Chemicals
- BASF
- SABIC
- Bayer
- DuPont
- Exxon Mobil
- Ineos
- Pidilite Adhesive Solutions
THANK YOU!

Happiness does not come from doing easy work but from the afterglow of satisfaction that comes after the achievement of a difficult task that demanded our best

- Theodore Isaac Rubin