



## 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

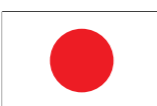


### German Pavilion



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 27th EDITION OF CHEMTECH WORLD EXPO 2015 contact your Chemtech Service Agent or log on to [www.chemtech-online.com](http://www.chemtech-online.com)



January 28-31, 2015 – Venue: Bombay Convention & Exhibition Centre, Goregaon (East), Mumbai, India

Organised by



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Registered Office: 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](mailto:sales@jasubhai.com)

Delhi Office: 803, Chiranjiv Tower, 43, Nehru Place, New Delhi – 110 019, India. Tel: 91-11-2629 3174/75, 2648 3993/94, Fax: 91-11-2642 7404



# Building Strategic Partnerships

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

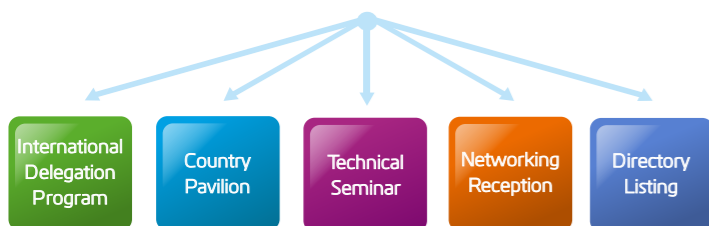


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## International Partnership Program (IPP)



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.

## India's Growth Story

### India 2030: The Rising Economic Powerhouse

- GDP during 2011- 2020 7.5 (IMF GS Global ECS Research & GSAM)
- 2015-2050: Demographic window of opportunity
- 2030: Middle class to grow from 31 million households to 148 million
- 2050: Indian economy to surpass China

### Opportunities

- Infrastructure - USD 1 Trillion Oil Exploration & Production INR 3,16,474 crore
- Refining & Marketing - INR 1,21,843 crore
- Petrochemicals - INR 25,349 crore
- Engineering (Oil sector) - INR 251 crore
- Gas (LNG Terminals, Pipeline, City Gas) - INR 115,430 crore
- Gas dependent sectors (Fertilizer, CCHP, CCGT, Peaking Power Plants) - INR 156,437 crore
- Water (Under JNNURM) - INR 2,00,000 crore

### 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 550/- + service tax @12.36%.
- 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 members 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.

### Technical Seminar

Focused technical seminars are organised for overseas companies in the presence of the targeted audience to share information about the latest technologies that the country has to offer to the global market, understand the prevailing technology as well as market trends, participate in discussions directly with the service seekers and demonstrate the solutions through exhibits.

Technical seminars aim at providing ample opportunity of promoting the company services, technologies & products through deliberations during the conference to the niche user audience.

### Program Benefits

- Minimum 7 Companies are required to be confirmed by the Industry Association to participate in the Technical Seminar.
- Technical Seminar can be promoted as the 'Country Day' in partnership with the Industry Association.
- The charges for each Company presenting at the Technical Seminar will be Euro 2,000 + service tax @ 12.36%
- Technical seminar will include venue charges, audio-video equipment hire charges.
- Organizers will be responsible for promotion of the 'Country Day', and will make best efforts to bring the most relevant participants to the Seminar.
- The technical seminar speakers are also entitled for networking reception cum dinner on 1st OR 2nd day at the 4 or 5 star hotel organised by the organiser.
- The technical seminar speakers can attend the Award Ceremony.
- The technical seminar Speaker's photo & c.v will be printed in the conference compendium.
- The companies contact details will be listed in the exhibitor's directory.cial Travel Partner.
- Preferential Rates with 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.

## 27<sup>th</sup> International Exhibition & Conferences



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