

PROPOSAL- Detailed Project Report: Market and Business Assessment: Methanol

Prepared For



Prepared By



MARKET INTELLIGENCE . CONSULTING

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OUTLINE

One of the client of B1—RUSCHEM GAS LLC (hereinafter the “Owner”) is planning to build a new vertically integrated gas chemical complex, including (but not limited to) the development of methanol (hereinafter the “Product”) plant with a capacity of 1,8 mln metric tons per year in Nenets autonomous okrug – NAO, circa Krasnoe village (hereinafter the “Plant”) with an access to the Northern Sea Route. The Owner is going to erect and bring into commercial operation the Methanol Plant at 2028/2029.

The Owner intends to enter into a consultancy services with a reputable consultant (hereinafter the “Company”) for the provision of the Methanol Market Study for the benefit of Pathfinder Lenders.

TechSci Research is submitting this scope document covering scope of work, methodology, timelines and other details.





SCOPE OF WORK

Scope of Report

Product of Interest (POI): Methanol

Methanol (also called methyl alcohol and wood spirit, amongst other names) is an organic chemical and the simplest aliphatic alcohol, with the formula CH_3OH (a methyl group linked to a hydroxyl group, often abbreviated as MeOH). It is a light, volatile, colorless, flammable liquid with a distinctive alcoholic odour like that of ethanol (potable alcohol). Methanol acquired the name wood alcohol because it was once produced chiefly by the destructive distillation of wood. Today, methanol is mainly produced industrially by hydrogenation of carbon monoxide

Target Country/ Region

Russia With Global Overview

Target Product

Methanol

Data Collection Methodology

Secondary Research with Very Limited Primary Interviews (5/7)



Disclaimer : TechSci will cover the required set of information in the best possible manner. We assure you that we will develop a significant level of information to meet the research objective. However, the level of granularity in output may vary as some of the pre-defined information areas are open-ended, subjective from the Reader's view. Also, responses will vary as per the market actual practices, including the fact that the information required is sensitive and confidential and the data collection is primarily based on secondary search

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Sr. No.	Contents
1.	Supply-Demand Analysis
Demand	
1.1	Consumption market segments (Industry (Formaldehyde, Acetic Acid, MTBE, DME, Fuel Blending, MTO, Biodiesel etc..
1.2	The outlook for methanol demand with the breakdown by consumers, countries and regions: Global;; North America;; Central America;; Latin America; West Europe; Greece; Italy; France; Spain; Central Europe; Romania; Bulgaria; Turkey; Africa; Egypt; Algeria;; CIS & Baltic States (with CIS presented separately); Russia; Azerbaijan; China; India; Middle East;East Asia; South Asia.
1.2.1	The analysis of historical methanol demand dynamics for the 2012-2022 period including the outline of the main demand drivers, intermediate and end consumers and application areas (consumption segments) with % breakdown, and the consumer requirements for methanol quality (in kind and in monetary terms)
1.2.2	The projections for methanol demand for the 2023-2045 period (in kind and in monetary terms) with justification
1.2.3	Forecast demand shall be based on economic drivers
1.2.4	Forecast deterioration risk analysis
1.2.5	Market seasonality and factors determining demand
Supply	
1.3	Description of the value chain (from the moment raw materials enter production to the sale of products to the end consumer)
1.4	The outlook for methanol supply with the breakdown by producers, countries and regions
1.4.1.	The analysis of historical methanol supply dynamics for the period 2012-2020 including the analysis of raw material requirements, production volumes, main producers (Top 10 on global and Russian markets, in more detail on target sales markets) , capacity utilization levels, and product quality.
1.4.2	The projections for methanol supply for the 2023-2045 period.
1.4.3	The analysis of announced and projected capacity additions for the key regions that would take place and current capacities which would be closed or suspended by the end of 2028 and existing production capacity (including unutilized). Capacity data shall be broken down as nameplate and hypothetical capacity additions. Nameplate capacity is existing or planned/approved capacity. The capacity outlook should be integrated into the forecast. Capacity shall be provided in Excel table indicating plant name, company, capacity location (region and city) broken down by years (2022-2028). The world top-10 companies producing methanol (e.g. Methanex, Proman Group, NPC, SABIC) with all their projects indicated per country of location

Sr. No.	Contents
Supply-demand Balances	
1.5	<p>The supply-demand and import-export balances shall be provided for the following regions: Global; North America; Central America; Latin America; West Europe; Greece; Italy; France; Spain; Central Europe; Romania; Bulgaria; Turkey; Africa; Egypt; Algeria; CIS & Baltic States (with CIS presented separately); Russia; Azerbaijan; China; India; Middle East; East Asia; South Asia.</p> <p>Trade analysis: trade flow summaries based on trade balances (in the form of trade grid (import-export matrix) for 2020 and 2030 per countries), production, inner consumption, imports and exports (per regions and countries) for 2012-2045. Identification of major importing and exporting countries and regions. World map with methanol trade flows between the exporting and importing countries (for 2020 and 2030).</p>
2. Methanol Price Forecast	
2.1	Analysis of pricing and available price indices
2.2	<p>Historical and projected methanol prices (with justification of growth / decline rates, assumption used) for methanol for the period 2012-2045 for the following benchmark's locations (in nominal and real terms): NW Europe (Rotterdam contract T2); China (Eastern ports); India; N America (US Gulf coast fob).</p> <p>All supporting data such as inflation, crude oil, and feedstock forecasts shall be provided. The prices shall be provided in both current and constant [2023] dollars.</p> <p>A discussion shall be provided regarding decreases of methanol prices observed during 2020-2023</p>
2.3	Indicate the relationship of methanol prices with other tradable commodities (if available, for example, with the Brent price etc.) affecting the pricing of the Project's products.
2.4	A base, high and low case forecast for regional methanol prices till 2035 is based on its internal high and low crude price scenario. A description of the methodology, assumptions and parameters used to derive global methanol prices will also be included in this section. The Company may be required to re-run the forecast for the 3 cases from a "consensus view" of the Lenders using a possible different set of assumptions
2.5	The price of petrochemicals is almost always linked to crude oil prices either directly with an impact on the feedstock prices or indirectly based on the consumption value for products used as gasoline components for example. Additionally, to the above the scenarios it is required to run another scenario based on futures' prices of a crude oil.

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2.6	Calculation of the netbacks to Nenets autonomous okrug – NAO (Krasnoe) for target markets. Other logistic cost (export-import fee) shall be considered, if required. Calculation of delivery costs (broken down by components: raw materials costs, utilities, fixed cost, depreciation of plant and specific capital costs, port handling at Krasnoe, freight to mothership, vessels freight to port of destination, handling and import duty) to target markets (current cost and forecast to 2045).
2.7	Company shall provide the price forecast based on EIA oil price as well as CEMEX oil future prices. https://www.eia.gov/outlooks/aeo/

3. Competitive Analysis

- The Company shall carry out a competitiveness analysis comparing the delivered cost for the proposed new Methanol plant in Krasnoe, Nenets autonomous okrug – NAO, to likely competitors in West Europe, the Middle East (Saudi Arabia, Iran, UAE etc.), Egypt, South America, Azerbaijan, North America, East China and Russia (all probable and planned projects up to 2028 including, but not limited to ECNW-2 (Methanol), NFP, Shchekinoazot, GTM ONE, Novatek, NZMU, ESN, Gazprom Methanol, and Azot Togliatti). Also add to competitive analysis any other Russian methanol project that has high probability of start up in 2023-28 and target European market (for announced but unlikely projects please just comment on reasons for low probability).
- Cost analysis shall take account of the sum of the variable costs, fixed costs and logistic costs (with detailed breakdown (e.g. pipeline delivery cost, port handling at Krasnoe, freight to mothership, handling at mothership, vessels freight to the port of destination, handling and import duty) to markets. This delivered cost competitiveness analysis will be developed for methanol sales to the following markets: NW Europe (Rotterdam); N America (US Gulf coast fob); China (via Suez Canal); China (via Northern Sea Route); Asia (India); Mediterranean
- The Company shall provide methodology that ensures that analysis requiring the insight into competitive production costs can be undertaken to provide relative economics, raw material usage and product yield by technology; raw material and co-product prices adjusted for location and site-specific factors; utilities usage by technology, with prices adjusted by location; direct fixed costs; estimates of manpower costs; maintenance (as a factor of replacement capital); indirect fixed costs; estimates of local taxes and insurance (as a factor of replacement capital); plant overhead (as a factor of direct fixed costs).

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Sr. No.	Contents
3.2	The analysis of the Plant EBITDA margin as opposed to competitors. The analysis of Five Competitor Only
3.2.1	Price, revenue
3.2.2	COGS (in the breakdown of constants and variables per 1 unit of product),
3.2.3	OPEX (per 1 unit of product),
3.2.4	EBITDA margin per 1 ton of the Product as opposed to main competitors (if possible),
3.2.5	Analysis of capital costs per ton of installed capacity for similar Projects – analogues
3.2.6	Production “Cash-cost” per 1 unit of product taking into account the costs of transportation (with a breakdown of the target value of cash-cost for production and transportation)
3.2.7	Estimation of production costs - construction of "cost curves
3.2.8	Recommendations for adjusting the product sales plan and operational indicators of the Project
3.2.9	Recommendations for adjusting the product sales plan and operational indicators of the Project
4.Sales And Logistic Strategy Analysis Of The Project	
4.1	The analysis of the project logistics including assumed / proposed logistics options, seasonality (navigation and winter period), freight delivery models / vessel types and availability of transportation capacity to the target markets its impact on Product marketing. Logistic constraints and the means of their mitigation. Review of the standard transportation agreements including payment terms, duration against existing Product transportation agreements and projected market trends. The forecast of transportation costs
4.2	Global cash cost curves on EXW (line chart based on production cost), FOB (histogram chart per regions of production indicating production cost and cost to FOB) and DDP basis to target markets, taking into account both existing capacities and new projects including Methanol plant in Krasnoe, at the time of Krasnoe Methanol plant launch (2028) and for 2030. Analysis of cash cost structure of plants in Russia (both operating and announced) and the comparable producers in other countries. The initial data is provided also in the * .xls file and include decomposed cost structure (production (raw materials costs, utilities, fixed cost of each manufacturer (including an assessment of competitiveness of the Project), as well as information on depreciation of the plant and specific capital costs, logistics to port, handling at the export port, freight, handling at the port of destination, import duty).

SCHEDULE OF DELIVERABLES:		
Format	Deliverable type	Total Timeline (in weeks)
PDF/PPT	Interim report	5
PDF/PPT	Final report	10

- Teleconference at commencement of the study, where the client will confirm the research outline and finalize dates.

Team Composition



Proposed Position	Consultant Name	Educational Qualifications	Experience in years	Skills and competencies and experience in the area of work
Principal	Vikas Yadav	B.Tech. PGDM	19	<p>These professionals have extensive experience in conducting market research and business advisory projects in below broad areas</p> <ul style="list-style-type: none">• Market Exploration, Readiness and Market Response (Market Landscaping, Need Gap Analysis) Market Size Estimation, Market Forecasting• Price Benchmarking• Techno-Economic Feasibility, Location Analysis• Consumer Behavior - Customer Satisfaction/ Tracking• Competitor Tracking (Competitive Intelligence, Competitors Profiling, Competitive Benchmarking, Product Benchmarking• Innovation, New Market and Product development, Intellectual Property Protection• Go to Market Strategy & Business Plan, Product and solution Development, Launch, New Product Testing,• Project Cost Estimation• Positioning & Communication• Partner Search, Mitigating Risks and Sourcing Components, Raw Materials, Finished Products
Program Manager (Research Manager)	Kapil Pandey	B.S., M,S., MBA	11	
Consultant	Parvati Sharma	B.E. MBA	9	

The above team will get supported by 5 Senior Research Analyst (+4 Years of Work Experience)

Manpower Capabilities of TechSci Research

- There has more than 150+ research professionals in TechSci
- The team members are result oriented experienced professionals and are responsible for the provisions of custom consulting projects for fortune 500 companies
- Majority of the team members have a professional qualification degree in engineering and with post graduate degree in marketing, finance or business analytics. If required, TechSci deploys some professionals at Research Executive Level (Minimum two years of work Experience) in order to complete the given assignment within the stipulated time period

B1 Contact

Name	Project Role	Contact Information
Ms. Irina Gavrilenko	Facillator/Sponsor	Email: Irina.Gavrilenko@b1.ru

TechSci Research Contact

Name	Project Role	Contact Information
Mr. Shubham Verma	Project Coordinator	Mob: +91 9971357123 E-mail: Shubham.verma@techsciresearch.com
Mr. Vikas Yadav	Consultant	Mob: +91 9560913535 E-mail: vikas.yadav@techsciresearch.com

Our communications plan consists of a series of planned communications (both written and verbal) – to make certain that all parties are kept fully informed during project. In addition to these planned communications, ad-hoc communications will occur throughout the project; using email, phone, and instant message for this purpose. Contact information for the Client and Supplier Research Consultant will be finalized during the study kick-off.

Project Kick-off: At the beginning of the project, Supplier will conduct a conference call with the company, which we refer to as the Project Kick-off. The purpose of this meeting is to discuss the scope of the project thoroughly. In this discussion, we will finalize the project objective, scope, methodology, deliverable format, project schedule including any interim deliverables, and communications plan, and their schedule and process.

Project Status Report: Supplier will prepare an overall project update on a regular (generally once a week) basis. This will be written in email format and will include an overview of the status of the project and the immediate action points. The days and timings of the Project Status Report and subsequent Project Status Conference Calls will be decided upon during the Project Kick-off.

Project Status Conference Call: The Project Status Conference Calls are held on a scheduled basis (generally weekly) the day following receipt of the Project Status Report. During these discussions, supplier and client review the status of the project and address any issues that may have arisen.

Project Status Conference Call Summary: After each Project Status Conference Call, Supplier will send a summary of the discussion to all the participants via email.

TechSci Research estimates that total investment figure is:

Scope	USD (Excluding R&M Margin & Taxes)
<u>PROPOSAL-</u> <u>Detailed Project Report:</u> <u>Market and Business Assessment: Methanol</u>	USD 58, 000 (USD Fifty Eight Thousand Only)

The above-mentioned price includes all the elements involved in conducting project, such as project preparation, questionnaire designing, primary research, time spent on desk research, project reporting and project deliverables.

PAYMENT SCHEDULE		
Stages	Payment Schedule	Payment, USD
Overall Project Scope	Initiation of the study	50%
	Final report submission	50%

TechSci recently completed one project on Nano-Urea covering the Indian and Global market, helping the enc-client to understand the joint – collaboration opportunities.

ONGC Petro additions Limited (OPaL), a multi billion joint venture company was incorporated in 2006, as a Public Limited Company under the companies Act, 1956, promoted by Oil and Natural Gas Corporation (ONGC) and co-promoted by GAIL and GSPC.

TechSci completed Techno-Economic Feasibility Study on Phenol and PVC as OPaL intended to enter in domestic and export markets. The scope of work included Project Cost Estimation, included Pre-feasibility Study, Market Assessment, Plant Feasibility, Technology Assessment, Licensor Identification, Raw Material Sourcing and Supplier Analysis, including Compliance Assessment



Hindustan Petroleum Corporation Limited is an Indian oil and gas refining company headquartered in Mumbai. Since 2018, ONGC has owned a majority stake in the company. The company is ranked 367th on the Fortune Global 500 list of the world's biggest corporations as of 2016

TechSci completed a project with was aimed at developing a roadmap to explore the Domestic and Exports market for the production and supply of Specialty Chemicals, such as JP-10, DCPD (Di Cyclo Pentadiene), Multi-Walled Carbon Nano-Tubes, Iso-paraffins, White Oils, Warm Mix Additives for Asphalt, Carbon Di-oxide, High-temperature Molten Salts, etc.



Krishak Bharati Cooperative Limited is a Central government cooperative under the ownership of Ministry of Cooperation, Government of India that manufactures fertilizer, mainly urea.

TechSci completed Techno-Economic Feasibility Study to develop a business case exploring Ammonium Nitrate and Weak Nitric Acid market opportunities. The scope of work included Project Cost Estimation, Market Assessment, Plant Feasibility, Technology Assessment, Licensor Identification, Raw Material Sourcing and Supplier Analysis including Compliance Assessment



Total S.A., a global integrated company, wanted to enter LNG mid-stream market in South East Asia. The company had approached TechSci Research to offer advisory solutions on setting up LNG Terminal or acquiring minority stake in the new project. TechSci evaluated the options and weighed on Cost-Benefit analysis of the project, evaluated market entry options etc. Strategic insights of TechSci helped Total to establish Joint Venture (JV) with one of India's leading LNG Player, Adani Group, bringing synergies into the gas business in India.



TechSci assisted in the M&A process of **Linde AG and Praxair INC.** in both China and India market. The company was entrusted with the responsibility of estimating demand for industrial gases (Hydrogen & Bulk Oxygen), regulatory compliance monitoring and feasibility of the M&A deal. Based on TechSci's due diligence and recommendation, both the partners merged their China and India operation by off-loading minor stakes to respect fair competition.



Sumitomo Seika Chemicals Company produces and markets a variety of chemical products which include industrial chemicals, fine chemicals, and functional polymers. The Company markets its products in Asia and Central/South America.

The scope of work included the market and business case analysis , supply chain and regulatory assessment , to operate in Rheology Modifiers markets.



Yasham Speclity is in the business of manufacturing pharmaceutical API, Cosmetics and Specialty Chemicals .
Yasham wanted to enter the contract manufacturing business of cosmetics in India, focusing on the Exports market.
TechSci completed the market study including Product and Compleitive Benchmarking as a first step and identified the prospect of business consumers who were eager to outsource their manufacturing needs



Reliance Industries Ltd, an integrated player in the chemical and materials and energy industry, was anticipated to maximize its overall revenue from the chemical and materials segments by entering Bisphenol-Epoxy venture.
The scope of work included Project Cost Estimation, included Pre-feasibility Study, Market Assessment, Plant Feasibility, Technology Assessment, Licensor Identification, Raw Material Sourcing and Supplier Analysis including Compliance Assessment



The domestic natural gas marketing & distribution company, GAIL (India) Limited consulted TechSci for key decision on setting up a polycarbonate plant and to conduct a pre-Feasibility study. TechSci identified the Polycarbonate demand in India and export opportunities, analyzed the cost of setting up of the plant in India and location, evaluated technology licensing options, analyzed the complete value chain starting from the raw material of Polycarbonate to finished product applications and end use industries. Based on TechSci's recommendation, GAIL is in the process of setting up of 130 KT of Polycarbonate plant in West India.



Continental Carbon Company, USA which is recognized as a leader in the development and manufacture of furnace grade carbon blacks has licensed leading edge and environmentally friendly manufacturing technology to CCIPL. The scope of services included the research and business advisory on carbon black business, technologies available, new solutions and innovations, market assessment, product applications, technology providers, regulatory framework compliance assessment, including business proposition, etc.



Godrej Consumer Products Limited (GCPL) is an Indian consumer goods company based in Mumbai, India. GCPL's products include soap, hair colourants, toiletries and liquid detergents. Its brands include 'Cinthol', 'Godrej Fair Glow', 'Godrej No.1' and 'Godrej Shikakai' in soaps, 'Godrej Powder Hair Dye', 'Renew', 'ColourSoft' in hair colourants and 'Ezee' liquid detergent. Godrej wanted to introduce its presence in Russia and New Zealand market through distributors. TechSci research team short-listed the relevant distributors operating in the FMCG sector of Russia and New Zealand markets as a first step. These distributors were further evaluated on different parameters based on the relevance of the target business supported with due intelligence to finalise distributors in Russia and New Zealand markets



Ajinomoto Co., Inc. is a Japanese food and biotechnology corporation which produces seasonings, interlayer insulating materials for semiconductor packages for use in personal computers, cooking oils, frozen foods, beverage, sweeteners, amino acids, and pharmaceuticals. TechSci completed a project to identify a suitable contract manufacturer for the manufacturing of seasonings and food ingredients in Cambodia for the business of Ajinomoto



Reckitt Benckiser Group plc (RB) is a British multinational consumer goods company headquartered in Slough, England. It is a producer of health, hygiene and home products. RB's brands include the antiseptic brand Dettol, the analgesic Disprin, the sore throat medicine Strepsils, the hair removal brand Veet, the immune support supplement Airborne, the indigestion remedy Gaviscon, the baby food brand Mead Johnson, the air freshener Air Wick, Calgon, Clearasil, Cillit Bang, Durex, Lysol, Mycil and Vanish.



HEALTH ▸ HYGIENE ▸ HOME

RB's management wanted to have in-depth understanding of the Professional / Commercial Cleaning Product market in Global market to make investment decisions.

TechSci delivered the in-depth market analysis useful for RB to make business decisions in relevant regions and key countries.

Baskin-Robbins

Baskin-Robbins is an American multinational chain of ice cream and cake specialty shop restaurants owned by Inspire Brands.

The scope of work included to understand and identify key ingredients relevant to ice-cream business, supply chain and regulatory assessment across markets.



Nature Bio Foods (a subsidiary of LT Foods Ltd) is a pioneer in organic business in India & emerged as a trustworthy & innovative global leader in providing authentic organic products to the world of consumers by creating a holistic, integrated & sustainable business model that inspires, promotes & supports thousands of farming families.



The scope of work included the market and business case analysis, supply chain and regulatory assessment, to operate in organic food markets.

Duracell Inc. is an American manufacturing company owned by Berkshire Hathaway that produces batteries and smart power systems. Duracell aimed to make India as a base for manufacturing and supplying Power Banks and Home Inverter for the Asian market. TechSci completed the market feasibility study as a first step and identified contract manufacturers through a robust due-intelligence process to enter into supply agreements with Duracell to meet the business objectives of the Duracell.



Panasonic wanted to enter into the Business of Active LED in the Indian market. TechSci completed this advisory project starting from, understanding the market potential and business case analysis. The scope of services covered technologies available in the market, product applications, compliance assessment, product benchmarking, identification of contract manufacturers, etc.



Piaggio is an Italian motor vehicle manufacturer, which produces a range of two-wheeled motor vehicles and compact commercial vehicles under seven brands: Piaggio, Vespa, Gilera, Aprilia, Moto Guzzi, Derbi, and Scarabeo. Piaggio wanted to understand the market dynamic of small commercial vehicles with focus on 3-W and Light Commercial Vehicle as the market was going through the phase of transformation. TechSci completed the study based on primary research covering detailed market potential at city level. Many initiatives such as impact electrification in India, charging infrastructure, commercial vehicles market, government policies, growing preference of Radio Taxis, changing consumer preferences, exports demand were analysed in detail to generate actionable insights for the Piaggio to penetrate the market.





Project 1: Coal & Coal Tar to Chemical Products Technology & Market, Ferro Coke Production Technology & Market, Hydrogen Separation and Syn Gas Production Market

Tata Steel wanted to understand how Coal can be used to make methanol and then manufactures product such as Formaldehyde, Acetic Acid, Acetic Acid, MTBE, Olefins and then further value-added products. TechSci completed the in-depth project to develop market and business insights. The scope of work included global Market assessment,, product applications, compliance assessment, market entry routes, supply chain, product development, etc

Project 2: Co2 and Hydrogen Capture Advisory Projects to Make various Chemicals including feasibility Study

Tata Steel wanted to utilize the CO2 and Hydrogen generated during the Steel making process with an aim to generate additional revenues. TechSci completed this advisory project to create and develop business cases for the CO2 and Hydrogen capture to make various chemicals as Polycarbonate, Salicylic Acid, urea, , methane, methanol, CO, Calcium Carbonate, Ethanol, Sodium carbonates, etc, and more 10 additional products/Chemicals
The scope of services covered technologies and innovations available to capture CO2 while steel making process and utilize to make other end-products including market assessment of possible end-products, market and technology readiness in India at different Tier levels (Commercial, Pilot, R&D) including innovations, product applications, Feasibility to set-up integrated plant, global technology providers, compliance assessment, supply chain, product development, intellectual property protection, technology partner search, technology tie-up for making chemicals

Project 3: Carbon Fibre Market Feasibility including Technology Partner Identification

Tata Steel wanted to enter in the business of Carbon Fibre in the global market. TechSci completed this advisory project , starting from understanding the market potential and completed the business case analysis
The scope of services covered technologies and innovations available to make carbon fire, , market and technology readiness in India and global market , product applications, finding the right technology partner to source technology, raw material sourcing, **etc**

Project 4:Detailed Feasibility report on Assessment of Biomass, Lignin and Paper Pulp Industry

Tata Steel wanted to enter in the business of lignin using biomass in the global market. TechSci completed this advisory project, starting from understanding the market potential and business case analysis
The scope of services covered technologies and innovations available to make lignin, , market and technology readiness in India and global market , product applications, raw material sourcing,, **etc**

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Industries

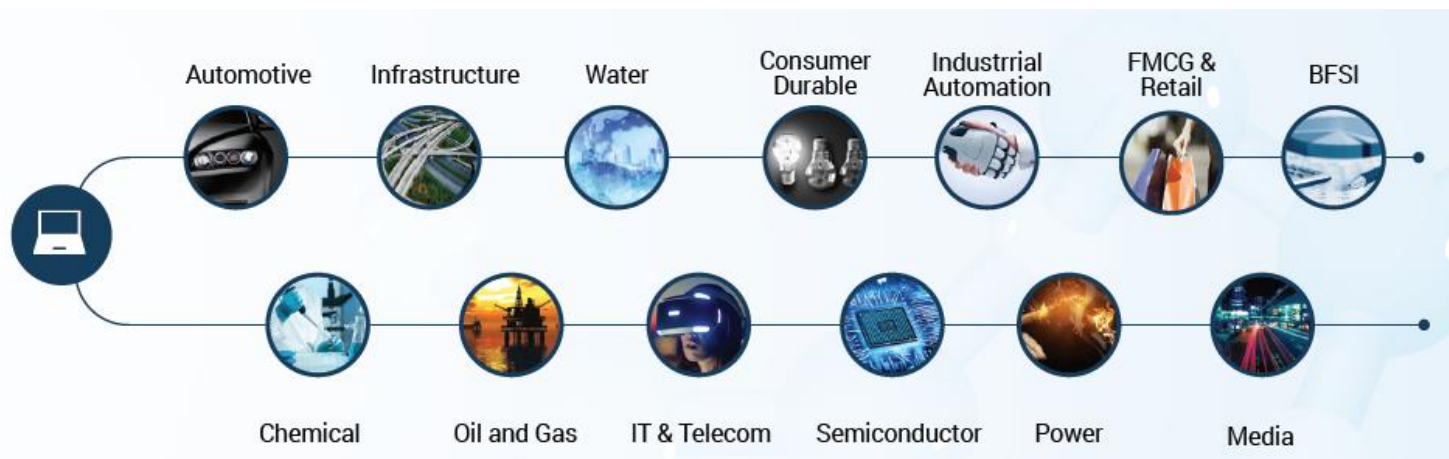
1000 +
Successful Projects



80 +
Countries

150 +
Professionals

AREAS OF FUNCTIONAL EXPERTISE



RESEARCH OFFERINGS ACROSS VALUE CHAIN



- TechSci leverages a next-generation research model that fully harnesses new technologies and processes to streamline operations, automate research procedures and deliver insights in more interactive and engaging formats. Our cutting-edge research model leverages the following engines of innovation to deliver unique research value:
- **Offshoring** - By tapping the capabilities of highly skilled professionals in emerging countries and supplementing the team with client-facing analysts in strategic worldwide locations, we cultivate a lower cost yet highly specialized, flexible and knowledgeable research team.
- **Industry Focus** – With independent teams of experts in various industry sectors we keep a bull’s eye on the industry. Our team to specialize as experts in their domain, which combined with our research model, helps to deliver more value to our clients.
- **The Internet** - The explosion of information transparency and availability enabled by the Internet provides an unprecedented tool for research innovation.
- **Technology** – TechSci Research invests heavily in technology and maintains one of the industry’s highest technology employee-to-analyst ratios, enabling us to process information more quickly and deliver insights in more interactive and useful formats.

- **More Market Research Value** - Our prices are generally 35-60% lower than traditional market research providers for work our clients indicate is of equal or better quality, so our clients are able to increase their market research coverage without increasing their budget.
- **Speed & Flexibility** - We harness the power and flexibility of our research model to deliver information faster and update data more frequently. Our clients benefit from unique solutions that can fit their company-specific market research needs.
- **Improved Research Efficiency & Utilization** - Our model can help to increase the efficiency of internal market research divisions by helping our clients stretch their existing company resources and budget.
- **Comprehensive Coverage of Under-Researched Areas** -TechSci's Research model enables us to profitably engage in projects focused on emerging markets and to cover exciting new markets and under-researched areas faster.

ENGAGEMENT AND EMPANELMENT

TechSci has the exposure of working with organization working towards the development of different sectors and country markets. Below are few organizations for whom TechSci worked / empaneled to meet their research needs across different geographies



OUR REPRESENTATIVE CLIENTS



TESTIMONIALS

It was indeed a very good experience .TechSci was able to provide us with all the details that we were looking in the study. A special thanks to the team for the strong support throughout the entire product launch journey.

*Mr. Vivek Chopra
Product Development Team
Panasonic India Pvt. Ltd.*

I am satisfied with overall performance of TechSci Research. Weekly updates before the final report were especially helpful and reassuring. Additional requests on the content of the interim and/or final reports were handled in a swift and professional manner.

*Mr. Shin Dosho,
Member Board of Directors,
Osaka Gas Co. Ltd*

The quality of report was very good. The amount of time taken for the 10% free customization was a little long. The response was excellent.

*Manager – Strategy
Shapoorji Pallonji and Co. Ltd.*

Given the objective of the report was to understand overall opportunity landscape of Sensors, a more detailed explanation of the manufacturing process, value chain activities and player landscape have attributed higher value to the report.

*Mr. Sameer Seth
Corporate Strategy
JK Organization*

It's a good piece of information when the company doesn't have any information in the market as it combines qualitative & quantitative data. This why if I'm tasked to find data on an unknown market, I would probably contact you back.

*Mr. Thomas Wiegele
Marketing Strategy
BSH Home Appliances*

I admit that TechSci's in-depth knowledge on the market and cooperation with face-to-face meeting was very helpful.

*Mr. Eugene Kim
Financial Planning Division
LG Electronics*



AWARDS & RECOGNITIONS



Best Application of Research Award at World Marketing Congress by ABP News (2018)



Organic India Excellence Awards by ASSOCHAM India (2018)



Business-to-Business Research Award at Brand Excellence Awards by ABP News (2018)



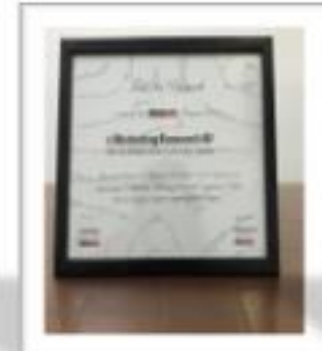
Quality Management System by ISO (2018)



Best Application of Research Award at World Marketing Congress by ABP News (2017)



Award for Best Place to Work in Research at World Marketing Congress by ABP News (2017)



Recognition from Silicon India Magazine



Recognition & Appreciation from WQIA



Best Market Research & Management Consulting Service by Wafsilpa Entertainments



Leadership Award from World Marketing Congress



Leadership Award from World Marketing Congress



Our research findings have been widely covered by most prestigious and credible media houses across the world.



Bloomberg



THE ECONOMIC TIMES

Business
Standard

BW BUSINESSWORLD

Forbes

FORTUNE

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