

Proposal— Detailed Project Report: Market and Business Environment Report— Diesel Exhaust Fluid

Prepared for:



TSR/2022/511

November 3, 2022

Prepared By:



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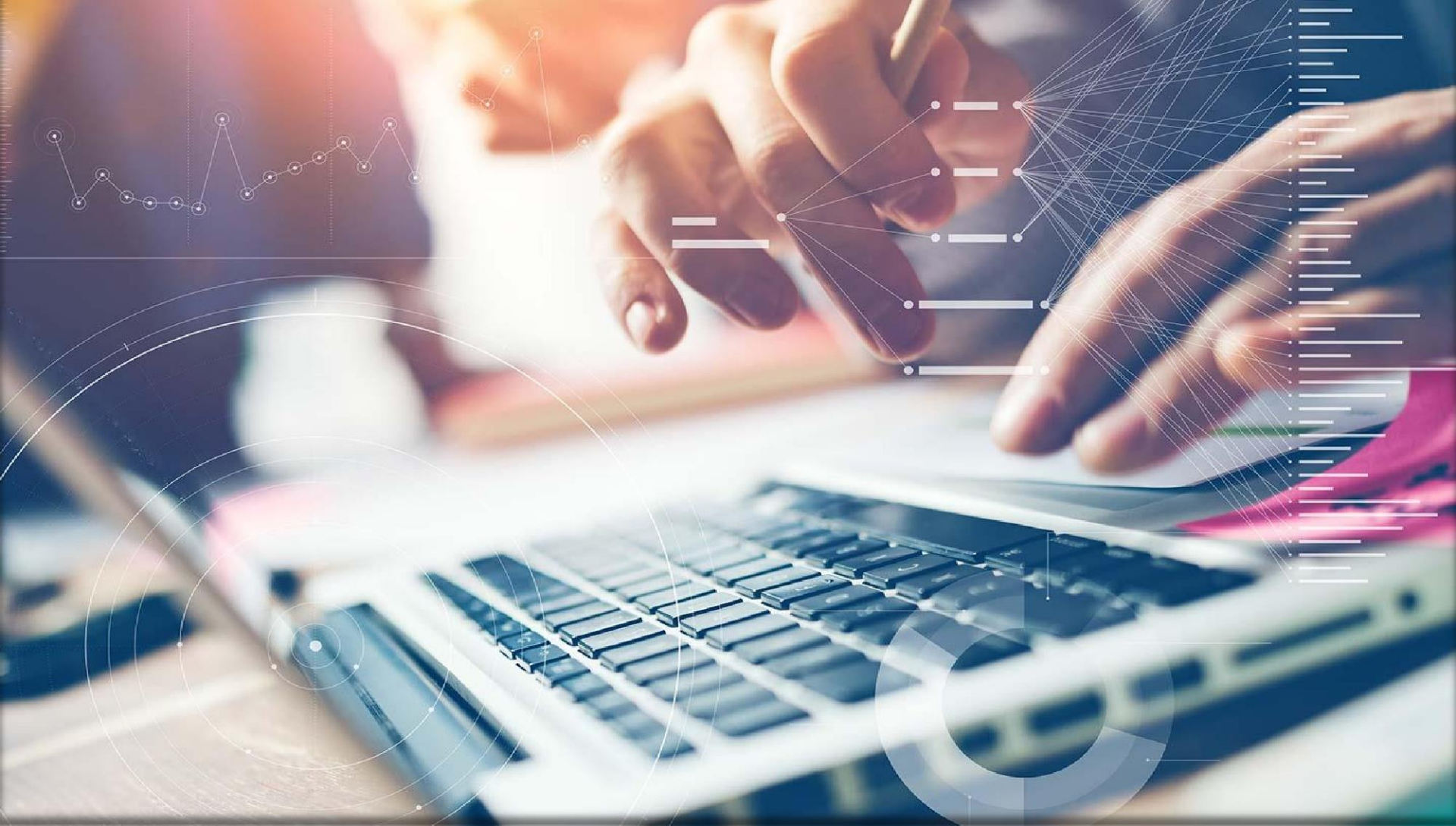
OUTLINE

CHEMEPT SOLUTIONS (Chemical Engineering & Process Technology Solutions) is a startup chemical process consultancy and supplier of customized bench-scale/pilot-scale setup for R&D. It offers state of the art consultancy and supply pilot plant for chemical, petrochemical, oil & gas and pharmaceuticals industry.

Chemept aims to understand the market and business environment related to Diesel Exhaust Fluid .

ChemAnalyst is submitting this scope document covering scope of work, methodology, timelines and other details

Particulars	Details
Sector	Chemical
Product Of Interest	Diesel Exhaust Fluid
Geography	India and Global



SCOPE OF WORK

Scope of Report

Product of Interest (POI): Diesel Exhaust Fluid

Diesel Exhaust Fluid

Diesel exhaust fluid (DEF; also known as AUS 32 and marketed as AdBlue is a liquid used to reduce the amount of air pollution created by a diesel engine. Specifically, DEF is an aqueous urea solution made with 32.5% urea and 67.5% deionized water. DEF is consumed in a selective catalytic reduction (SCR) that lowers the concentration of nitrogen oxides (NOx) in the diesel exhaust emissions from a diesel engine.

Target

Diesel Exhaust fluid

Target Region/ Country

Global

India



S. No.	Contents
1.	Product Overview
2.	Executive Summary
Global	
3.	Global Diesel Exhaust Fluid (AdBlue) Market Outlook, (2017, 2021, 2025, 2030, 2035, 2040)
3.1.	Market Size & Forecast
3.1.1.	By Volume
3.1.2.	By value
3.2.	Market Share & Forecast
3.2.1.	By Application (Construction, Agriculture, Other)
India	
4.	India Diesel Exhaust Fluid (AdBlue) Market Outlook (2017, 2021, 2025, 2030, 2035, 2040)
4.1.	Market Size & Forecast
4.1.1.	By Volume
4.1.2.	By value
4.2.	Market Share & Forecast
4.2.1.	By Application (Construction, Agriculture, Other)
4.2.2.	By Region (North, South, East, West)
4.2.3.	By Top 5 Suppliers , Others (FY 2021)
5.	North India Diesel Exhaust Fluid (AdBlue) Market Outlook (2017, 2021, 2025, 2030, 2035, 2040)
5.1.	Market Size & Forecast
5.1.1.	By Volume
5.2.	Market Share & Forecast
5.2.1.	By Application (Construction, Agriculture, Other)

S. No.	Contents
6.	South India Diesel Exhaust Fluid (AdBlue) Market Outlook (2017, 2021, 2025, 2030, 2035, 2040)
6.1.	Market Size & Forecast
6.1.1.	By Volume
6.1.2.	By Value
5.2.	Market Share & Forecast
5.2.1.	By Application (Construction, Agriculture, Other)
7.	East India Diesel Exhaust Fluid (AdBlue) Market Outlook (2017, 2021, 2025, 2030, 2035, 2040)
7.1.	Market Size & Forecast
7.1.1.	By Volume
7.1.2.	By Value
7.2.	Market Share & Forecast
7.2.1.	By Application (Construction, Agriculture, Other)
8.	East India Diesel Exhaust Fluid (AdBlue) Market Outlook (2017, 2021, 2025, 2030, 2035, 2040)
8.1.	Market Size & Forecast
8.1.1.	By Volume
8.1.2.	By value
8.2.	Market Share & Forecast
8.2.1.	By Application (Construction, Agriculture, Other)
9.	Demand Supply , India (2017, 2019, 2021)
9.1	Installed Capacity and Production
9.2	Imports (Total and By Top 5 Countries)
9.3	Exports (Total and By Top 5 Countries)
9.4	Gap/ Surplus
9.5	Planned Capacities

S. No.	Contents
10.2	Imports By Top 5 Countries
10.3	Exports, By Top 5 Countries
10.4	Duty and Taxes, 2021
11.	Raw Material Prices (2018-2025) in India, Per Unit
12.	Market and Business Characteristics
12.1	Value Chain
12.1.1	Key Participants
12.1.2	Role of Each Participant
12.1.3	Margin at Each Level
12.2	Factors Impacting the Growth
13.	Competitive Landscape
13.1	For Each Top 5 Supplier
13.1.1	Business Overview,
13.2.2	HQ and Plant Location
13.2.3	Production/ Supply Volume, 2021
13.2.4	Revenue and Other Key Financial Indicators of the Company (if available publicly and/or on Best Effort Basis)
13.2.5	Planned Investment (If Any)



RESEARCH METHODOLOGY

The recommended methodology for this study will be exhaustive Secondary Research followed by extensive Primary Research

The recommended methodology for this study is based on exhaustive Secondary Research followed by extensive Primary Research. ChemAnalyst will deploy a dedicated team who will work dedicatedly for the Client to meet research objectives.

Phase-I: Secondary Search The team will conduct exhaustive secondary research including the analysis of Trade Statistics to collect the information on required set of data /information

Phase-II: Formulating Questionnaire & Developing List of Respondents: Based on understanding developed through secondary Search, TechSci team will formulate a guideline and develop list of respondents to ask specific questions related with the project objectives for each type of stakeholders (Suppliers/Manufactures, Distributors/Traders/Importers, Exporters traders / raw material suppliers, Regulatory Agencies / Industry Experts / Industry Associations etc.

Phase-III: Extensive Primary Search : ChemAnalyst will execute primary surveys targeting key participants including industry experts through Telephonic methodology. TechSci Research will perform periodical checks on data being collected through field surveys with logic checks and analyze survey results

Below mentioned is the number of surveys that would be conducted during the study :

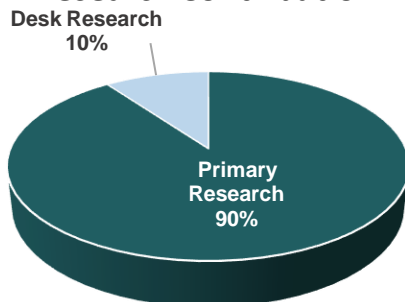
Stakeholders	Suppliers/Manufactures, Distributors/Traders/Importers, Exporters	Raw Material supplier	Regulatory Agencies / Industry Experts / Industry Associations e	Total
Diesel Exhaust Fluid (AdBlue)	50	5	10	60

TechSci will provide references of published data as and when applicable.

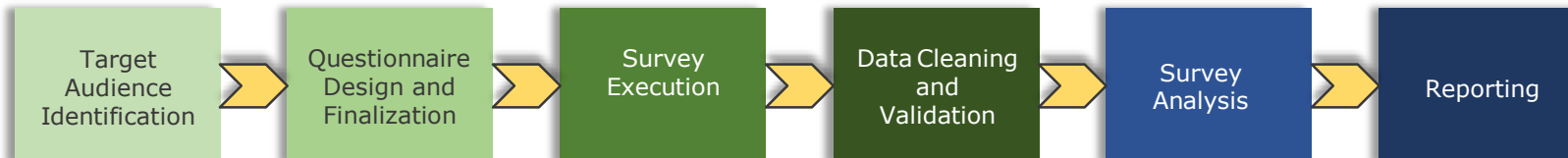
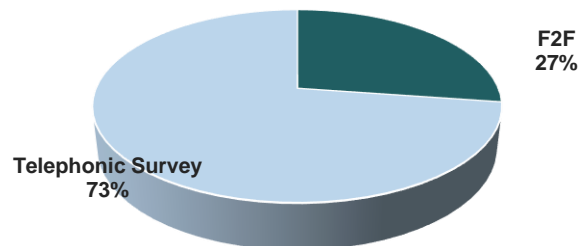
TechSci will also share a representative list of target organizations and representative destinations of respondents who will be interviewed.

We do multiple interviews in one organisation at different levels (Mid-Senior) and departments (Sales, Marketing, Production, etc.)

Research Contribution



Survey Mode



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Phase-IV: Analysis of Information Developed and Submission of Report

- TechSci will do the analysis of collected set of information for target products and summarize key findings to be submitted to client in the form of Report

Project Execution Plan

Weeks With	1	2	3	4	5
Project Initiation					
Project team set-up					
Project kickoff meeting with key stakeholders					
Content and report generation					
Secondary Data collection & research					
Template development					
Contact list development					
Develop and validate the discussion guide					
Primary interviews among all industry participants					
Collect and validate data from primary data source					
Report writing					
Analysis & Deliverable					
Interim deliverable					
Final deliverable					
Completion & Follow up					

Interim
Report



Final
Report



Note:

The above-mentioned timelines do not include time required by Client's/GII management for approval of questionnaires, feedback on interim reports, setting up meetings between Client/GII and TechSci Research because it would depend upon the availability of Client's/GII management.

SCHEDULE OF DELIVERABLES:		
Format	Deliverable type	Total Timeline (in Weeks)
PPT / PDF	Interim report	3
PPT / PDF	Final report	5

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

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	These professionals have extensive experience in conducting market research and business advisory projects in below broad areas
Program Manager (Research Manager)	Arijit Chakraborty	B.E., MBA	15	<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
Consultant	Parvati Sharma	B.E. MBA	9	<ul style="list-style-type: none"> • 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

The above team will get supported by 3 Senior Research Analyst (+4 Years of Work Experience)

Manpower Capabilities of ChemAnalyst

- There has more than 100+ 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

Client Contact

Name	Project Role	Contact Information
Arun Manchekar	Project Coordinator	Email: arun.manchekar@chemept.com

TechSci Research Contact

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Vikas Yadav	Consultant	Tel: +91.120.452.3942
		E-mail: vikas.yadav@techsciresearch.com

Communication Plan

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.

ABOUT PARENT ORGANIZATION

ChemAnalyst Research

Founded in 2008, we are an independent Global Market Research and India Entry Management Consulting company that helps global companies to Enter, Expand and Succeed in India. With the help of our strategic solutions and business implementation assistance, we have led many brands to enter and establish in India.

Our robust knowledge of India and its policies & regulations, advantages and challenges allows our clients to make choices that ensure long term profitability and growth. We not only help in structuring strategies for clients but also implement what we recommend.

ChemAnalyst Research is driven by a group of encouraged and young individuals who believe in delivering the Best to their clients. Our team includes of specialists from various industries and functions with strong business intelligence and problem solving skills to provide actionable solutions to our clients



Representative Case Studies

SABIC's : Saudi Arabia Masterbatch Market and Business Opportunity Assessment

SABIC (Saudi Basic Industries Corporation)- a subsidiary of Saudi Aramco operating in petrochemicals, chemicals, industrial polymers, fertilizers, and metals wanted to know the in-depth market and business understanding of Saudi Arabia Masterbatch by Type, by application, By end-use to meet their strategic business objectives

TechSci team of industry experts monitored and analyzed various aspects of Saudi Arabia masterbatch market. The team has analyzed the outlook of various segments of this market, while considering the major influencing factors, such as rising consumption of polymer in the country, owing to booming consumer & industrial packaging sector, government initiatives to boost the real estate sector, and growing demand from automotive sector. The study included market forecasting, which enabled our client to take better decisions while planning their strategies and business decisions



LINDE-PRAXAIR MERGER IN CHINA & 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.



Representative Case Studies

GAIL (INDIA) LIMITED POLYCARBONATE PLANT PRE-FEASIBILITY STUDY

India does not have any domestic Polycarbonate Resin capacity and 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.



TOTAL S.A. SOUTH-EAST ASIA MARKET ENTRY IN LNG MID-STREAM BUSINESS

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.



Testimonials

It was indeed a very good experience .ChemAnalyst 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.

*Product Development Team
DAGA GLOBAL India Pvt. Ltd.*

I am satisfied with overall performance of ChemAnalyst 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.

*Member Board of Directors,
Osaka Gas Co. Ltd*

Thanks for a great job. We look forward to more research needs shortly for cross-verticals. We appreciate the quality of work and dedication to meet the deadline.

*Market Planning Division
Gujarat State Fertilizers and Chemicals .*

Happy with the delivery and quality. Also, the immediate response was much appreciated

Market Development Group Mitsui

ChemAnalyst team quickly understood the research scope.

The table of content was very much précised and pinpointed. Openness to adjust few additional scopes on an immediate basis highlights the flavour of relationship management. Mid-long business plan in the study was much helpful

Infomation Centre

Haifa Group

Very professionals and highly skilled professionals for Primary research to get ground-level data

New product Development Team

Sumitomo Corporation

Partial List of Clients

Panasonic

RENESAS


EMERSON



SAMSUNG



 **HYUNDAI**
HEAVY INDUSTRIES CO.,LTD.

Honeywell

Dodsal

PHILIPS



 **PRAXAIR**
Making our planet more productive

KOHLER

tyco

FUJITSU



 **purafil**
Filtration Group®

SIEMENS

 **PENTAIR**

HYOSUNG GOODSPRINGS
**PUMPS
& WATER**



HITACHI
Inspire the Next

 **Clariant**

ExxonMobil
Energy lives here™

 **BOSCH**
Invented for life

 **MITSUBISHI
ELECTRIC**
Changes for the Better

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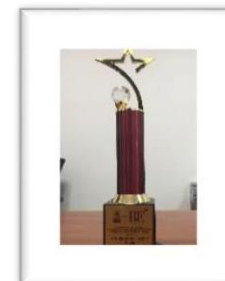
Recognition & Appreciation
from WQIA



Recognition - Top 10 Market
Research Company in India
by Silicon India



Award Certificate of Distinguished
Innovation & Research in Organic
Sector By ASSOCHAM



Business-to-Business
Research Award by ABP
News



Best Market Research &
Management Consulting Service by
Wafisilpa Entertainments



Certificate of Excellence By
ASSOCHAM



Application of Research
Award by ABP News



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

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