INDIA : UV/EB MARKET POTENTIAL

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### Who we are

- We are a 30 year old company serving the high technology sector of the Indian sub-continent.
- A group of two companies, one targeting the R&D sector and other the industrial segment.
- In 2012-13, the group did sales of over USD 16 M.
- Over 30 employees where the top management received Masters and PhDs from top institutes like IIT and USC, Los Angeles.
- 4 offices in Bangalore, Kolkata, Mumbai with headquarters in Delhi.

### Our R&D Sector

- CVD and Thin Film
- Nanotechnology
- Lasers
- Optics
- Lithography
INDIA – Rhythm in Chaos

**Political**
- 2014 is an election year which will see the change from long standing incumbency.
- Aam Aadmi Party stands out as the anti-corruption crusader.
- A positive change is imminent.

**Economic**
- The Indian economy is 11th in the world by GDP which is 4.9% for 2014-15 and estimated to grow to 5.7% in 2015 (as per OECD)
- Third largest by purchasing power parity
- 19th largest exporter, 10th largest importer
- Indian retail market has CAGR 18.8%

**Technology**
- Second largest telecom network.
- Third highest number of internet users.
- Has capabilities of Nuclear power, space exploration, carbon fiber.
- Targeting Chip manufacturing.
- Electronics market -> $400 B (2020)
- Semi-Conductor Design -> $70 B (2020)
- Preference in absorption of technology.

**Social**
- World’s second largest English speaking country
- 1.2 Billion people with 64% in age-bracket of 15-64 years and median age of 24 years.
- 22 different languages spoken, 6 religions
- Family oriented but with complex business culture
UV/EB at a glance

- Indian imports of UV Formulations alone, stand at more than $29 Million in 2013.
- Imports of over $2 Million worth of EB coatings in 2013.
- Printing/Packaging Industry is the biggest consumer of UV/EB, followed by Optical fiber and auto lighting.
- $600,000 worth of UV arc-lamps imported.

UV Imports (% by Value) in 2013-14

- Printing: 46%
- Optical Fibre: 34%
- Auto: 11%
- Raw Material: 3%
- Adhesive: 2%
- Other: 2%
- PCB: 1%

Source: Import Data

Estimated consumption (MT)

- Printing: 6200 MT
- Optical fiber: 360 MT
- Plastic (non-auto): 350 MT
- Auto head lamps: 300 MT
- Wood: 1000 MT
- Glass bottle printing: 20 MT
- Optical media: 9 MT
- Beverage Can: 8 MT
- Sun Control film: 2 MT

Source: Industry Experts
The Indian consumer packaging market was estimated at around USD 8.7 billion in 2012-13. Flexible packaging industry is expected to witness a minimum growth of 18-20% annually. Digital printing is expected to grow at about 25-30%. Apart from big players, India has about 200 small ink manufacturers.

Indian Consumer Packaging Industry 2012-13 (% by Value)

- Flexible Packaging
- Rigid Plastic
- Printed Cartons
- Glass
- Metal Cans
- Caps and Closures
- Others
- Lamitubes

Estimated number of UV printing units

- UV attachment
- Offset
- Flexo
- Digital

Estimated UV Consumption (MT)

- Varnish
- Flexo
- Offset
- Screen Printing
- Digital

Source: MCG Research
Source: Industry Experts
Indian glass container industry is estimated to be USD 1.2B and is expected to grow at 12%.

400 Million bottles are printed with UV inks per year.

Installed Capacity of 1.9 Billion Cans.

Demand will increase significantly due to increased urbanization and rising disposable income.

Per capital Beverage Can consumption in India is less than one Can per capita per year. (Source: Rexam)

Beer consumption expected CAGR at 13% between 2012-17, which should drive the both, the Indian Beverage Can as well as the Glass Bottle Industry.
With the subscriber base of nearly 898 Million, India has the second largest telecom network.
- Third highest number of internet users, with CAGR of 19.7%
- Broadband subscriptions of 15.1 million in 2013, expected to reach 117.6 by 2015E.
- Broadband connectivity to all the 2,50,000 villages in the country within next three years. This project envisages 25,00,000 kms of optic fibre cable (OFC).
- Around 30M Fiber km installed capacity for optical fiber.
- Corning established a fiber plant in 2013 with a joint venture with Finolex
Auto Head lamps

- The Automotive industry is estimated to grow at a CAGR of 13% during 2012–2021
- World’s second largest two wheeler manufacturer.
- Lumax Industries which accounts for over 60% market share in Indian Automobile Lighting Business registered a growth of 8.63% in 2012-13.

Over 40 UV coating lines in this segment
Over 300 MT/yr of UV coatings consumed

Source: IBEF India
Plastic (excluding Auto lens)

- Consumer durable market to reach $12.5B by 2015.
- FMCG market expected to increase at CAGR 14.7%.
- 250 million mobile phones are sold annually.
- India has 900-million mobile phone connections and expected to reach 1.2 Billion by 2016
- Over 3 Billion optical media manufacturing.

Source: IBEF India
Metal Industry

The country slated to become second largest steel producer by 2015 with CAGR at 7.7% over 2005-12.

India is among the fastest growing steel tubes and pipe manufacturers in the world, with production estimated at 10 Million Tons per year.

Key Drivers

- Telecom sector: Additional 400,000 base stations and 50,000 towers
- Infrastructure - CAGR 14.5%, FY12-17
  - Power: Target to add capacity of 93000 MW in 2017-2022
  - Real Estate: By 2020, this sector is expected to report revenues worth US$ 180 billion
- Automotive - CAGR 11.5%, FY12-21
- Oil and Gas: 30,000 km of pipe by 2017.
- Aviation: To invest worth $30B in the next decade to modernize existing airports and add more airports.

Untapped Opportunities for UV/EB curing

Source: IBEF India
## Other Potential Markets

### Wood Industry
- Indian furniture Industry is estimated at around USD 11.73B (Source: Annual Report-2013 Greenply Industries Ltd) and is estimated to grow at 25-30% CAGR over the next few years (Source: Ernst & Young).

### Adhesive
- Indian adhesive market size is estimated at USD 1B.
- India has been able to register meaningful growth in adhesives sales of over 15% in the past few years

### PCB
- The PCB industry for the year 2010-2011 closed with an impressive growth of 17%.
- Total Indian PCB Market Size is about USD 664 M.

### Floor Coating
- India’s floor coating market is in a very nascent stage.
Conference on UV/EB Technologies

RadCure India 2014
November 21st and 22nd 2014
Hotel Westin, Pune - India

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