Lucintel - At a Glance

- Premier management consulting and market research firm. Founded in 1998.
- Deep global insights into major industries. Team of over 120 analysts / consultants across globe
- Management comprised of PhDs, MBAs, and subject matter experts. Head quarter in Dallas, USA.

Conducted 500+ consulting projects across industries for 3M, Audi, Dupont, Carlyle, GE, etc.

Consulting Services

- Opportunity screening
- Market entry strategy
- Supply chain analysis
- Growth finance
- Strategic consulting
- Competitive assessment
- Due diligence
- M & A services

Why Lucintel

**Trusted insights:** Reliable insights. Widely cited in Wall Street Journal, Financial Times, Forbes, etc.

**Clients we serve:** Over 1000 clients from 70 countries – Fortune 500 companies

**Strategic advice:** Over 20 years of proven global strategic management consulting experience
Global FRP Pipe Market is expected to reach $4.2 billion by 2025 with a CAGR of 2.0%
In terms of Overall Opportunity, FRP Pipe Represents ~2% in the Global Pipe Market

**Global Pipe Market: 2014-2025**

<table>
<thead>
<tr>
<th>Year</th>
<th>FRP Pipe</th>
<th>Other Pipe</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$157B, 2%</td>
<td>98%</td>
</tr>
<tr>
<td>2019</td>
<td>$185B, 2%</td>
<td>98%</td>
</tr>
<tr>
<td>2025</td>
<td>$214B, 2%</td>
<td>98%</td>
</tr>
</tbody>
</table>

**CAGR (2019-2025)**

- Global FRP Pipe Market: ~2.0%
- Others Pipe Market: ~2.5%

Note: Others Pipe Market Includes Steel, Concrete, plastic, and other Pipe

Source: Lucintel
Evolution: Global FRP Pipe Opportunities have Evolved Through Number of Stages from Small Diameter FRP Pipe to New Generation FRP Pipe

- First FRP pipe was developed by hand layup process in 1940-50
- Centrifugal process was developed to produce pipe for chemical application in 1950-60
- Continuous high volume process was developed for producing small diameter pipe for oil and gas applications in 1960
- Large Diameter Pipe: First large diameter pipe was developed between 1970-80s
- Fire Resistance Fiberglass Pipe: In 1996, Fire resistance fiberglass pipe was developed
- New Generation FRP Pipe: In 2017, New generation FRP pipe was introduced in which a special layer of polyurethane resin is used to manufacture FRP Pipe which significantly increased its durability, resistance to abrasion, corrosion and impacts.

Source: Lucintel
In this market, Chemical / Industrial is the largest application of Global FRP Pipe, whereas Epoxy Resin Based FRP Pipe is the largest in resin type.
In Terms of Regions, APAC Provides the Largest Opportunity for Global FRP Pipe Followed by North America and Europe

Opportunities for Global FRP Pipe in following top countries are identified in this report:
- USA
- Mexico
- Canada
- Germany
- United Kingdom
- China
- Japan
- South Korea

Source: Lucintel
Ecosystem of the FRP Pipe Market is Composed of Diverse Group of Companies

Raw Material Suppliers
(Glass Fiber and Resin Supplier)

FRP Pipe Manufacturers

FRP Pipe Installation Contractors

End Users (Oil and Gas, Chemical, Industrial, Municipal)

Source: Lucintel

www.lucintel.com
Increasing Need for Rehabilitation of Water and Waste Water infrastructure and Growth in Construction are the Major Drivers in This Market

<table>
<thead>
<tr>
<th>Key Drivers</th>
<th>Increase in Construction Market: Increase in residential &amp; non-residential construction and government spending on infrastructure project are driving the growth for FRP pipe in municipal corporation.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Increasing Awareness of FRP Properties: Various properties of FRP like long life span, low maintenance, durability, and corrosion resistance are driving the market.</td>
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<td>High Cost: In comparison to pipes made with traditional materials, price and installation costs of FRP pipes are higher.</td>
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<td></td>
<td>COVID 19 Impact: Coronavirus (COVID-19) is having significant impact on businesses and the economy. Construction industry growth will witness negative impact in the year 2020 due to manufacturing lockdown, and labor shortage which will also hamper the growth of FRP Pipe Market</td>
</tr>
</tbody>
</table>

Source: Lucintel
Development of Grooved Coupling Method to Join FRP Pipe and Introduction of New FRP Pipe with High Impact Resistance are Some of the Emerging Trends in the FRP Pipe Market

Emerging Trends in Global FRP Pipe Market

Trend A: Development of Grooved Coupling Method to Join FRP Pipe

Trend B: Introduction of New FRP Pipe with High Impact Resistance

Trend C: Onsite Construction of FRP Pipe to any Length and Diameter

Source: Lucintel
Developing Capabilities in High Impact Resistance and On-Site Manufacturing of Pipes Provide Strategic Growth Paths

**Develop Capabilities**
- Players of global FRP Pipe market can focus to increase their capabilities to develop FRP pipe with high impact resistance
- Increase in capabilities to manufacture FRP pipe on-site to any length and diameter
- Investments to increase competencies in advanced technologies like grooved coupling method to join FRP pipe
- Research and development activities to develop low cost FRP pipes

**Alliances / In-organic Expansions**
- Strategic collaborations / acquisitions to increase geographical presence in growing country such as China and India
- Strategic collaborations / acquisitions to increase geographical presence in growing country

**Source:** Lucintel
These Insights are Based on Below Market Report from Lucintel. It can help you Identify New Opportunities by Various Segments and Regions.

Market Opportunities

Market Segment Analysis

Regional Opportunities

Market Share Analysis

Other Coverage in Report
- New Product Development
- Company Expansion
- Merger Acquisitions & JV
- Company Profiling

Note: These insights are based on recently launched Lucintel's Report on Global FRP Pipe Market, which has 150+ Page and over 100+ charts and tables. Lucintel also offers 10% free customization on above report based on your needs.
Lucintel has an Extensive Toolkit to Address Strategic Questions

**Market Opportunities**

- Market Entry
- Voice of Customer
- Growth Consulting
- M&A
- Product benchmark
- Opportunity Screening
- Plant Optimization

**Key Questions**

- Is market space / opportunity of current product offerings sufficiently robust?
- Market is focus for many: how can my company profitably differentiate?
- Based on our core skills, where should we focus?
- Should we build or buy? Is build even an option?
- What game changer actions exist and/or is a more incremental approach best?
- What is the order sequence of market entry segments / products?
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