METHODOLOGY
Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications. Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES
The primary information sources include China Customs, and National Bureau of Statistics of China etc.

STUDY GOAL AND OBJECTIVES
This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES
◆ To establish a comprehensive, factual, annually updated and cost-effective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
◆ To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
◆ To complement the organizations’ internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
◆ To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
◆ To help company to succeed in a competitive market, and
Abstract
The report highlights the followings:
Global Industrial Gas Market
China Industrial Gas Market
Global and China Industrial Gas Industry
12 Industrial Gas Companies

Industrial gases mainly refer to oxygen, nitrogen, argon, acetylene, carbon dioxide, hydrogen, and carbon monoxide. In 2012, the market size of industrial gases worldwide approximated USD69.8 billion, of which, it was exclusive of the gases generated by large enterprises themselves. The downstream customers of industrial gases concentrate in chemical, refining, iron & steel, welding, glass, electronics, healthcare and food industries, with the combined share of the first three surpassing 50% and keeping stable.

In 2012, the market size of global industrial gas industry increased by 4.6% year-on-year, with the growth rate down somewhat against that in 2011. The reduction mainly came as the decreased output in China iron & steel industry because of massive loss-making. Since 2013, due to the reviving real estate market, China has witnessed robust recovery in economy, especially in iron & steel and heavy chemical sectors.

In the meantime, the North American region has accelerated its development of shale gas, encouraging a good many of chemical enterprises to establish new plants in America given the consideration of low-priced natural gas. North America and China are expected to become the key engines for the development of industrial gas. And the estimation shows that the global industrial gas market scale in 2013 will surge by 6.9% year-on-year to USD74.6 billion.

In the developed Euro-Americas, there are 80% outsourcing businesses or plants, and the rest 20% are Captive. But it is not true in China, where 53% businesses or plants in 2012 were still Captive, while only 47% were outsourcing ones. It indicates that China bears a huge potential in the sector. In 2012, the industrial gas market scale in China was around USD7.98 billion, with the targeted figure in 2013 reaching USD8.63 billion. In China, iron & steel, coal chemical and refining industries are engines of the industrial gas market. And more and more iron & steel companies are expected to outsource their industrial gas business.

In June, 2011, the Chinese Government ordered to suspend coal chemical industry, forcing China to increase its dependence on the import of petroleum, natural gas and olefin. Given this, the central government called for retrieving the operation of coal chemical projects which are expected to fuel the growth of industrial gas market from Mar.2013.
Abstract
As of Mar. 2013, some 10 coal chemical projects had been approved out of the 104 ones in 2012 application.

In recent years, China has been frequently engulfed by haze, contributing in part to the substandard auto gas in purity. Thus, the Chinese government has to respond with hefty investment in this regard. In China, either imported or homemade crude oil is high sulfur crude oil, and H2 Deoxo is the only solution to reduce the sulfur content. At present, large coastal refining plants are basically equipped with the capability to produce national-standard IV and V gasoline, while their counterparts in landlocked regions fall behind. Large refining plants under Sinopec are competitive in producing national-standard IV and V gasoline, with the capacity making up 64% of the total compared to the 23% mark of CNPC. With China’s advance in producing qualified refined oil products, refineries in inland regions such as Northwest China are also pressing ahead to prepare for hydrogenation units, laying foundation for the nationwide replacement for IV gasoline. It is no doubt a huge potential for businesses specializing in hydrogen production such as APCI.

The industrial gas industry witnessed critical disparity, with the top 4 industrial players dominating 78% market share, while a proximate number of 10,000 businesses only occupying 20%.

Revenue of Major Industrial Gas Businesses Worldwide, 2011-2012 (USD mln)

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<tr>
<th>Companies</th>
<th>2011</th>
<th>2012</th>
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<tbody>
<tr>
<td>Air Linique (excluding revenue from Engineering)</td>
<td>17,636</td>
<td>17,874</td>
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<tr>
<td>Linde Group (excluding revenue from Engineering)</td>
<td>14,931</td>
<td>16,177</td>
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<tr>
<td>Praxair</td>
<td>11,252</td>
<td>11,224</td>
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<tr>
<td>APCI</td>
<td>9,674</td>
<td>9,612</td>
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<td>Airgas</td>
<td>4,746</td>
<td>4,983</td>
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<td>Taiyo Nippon Sanso</td>
<td>3,593</td>
<td>3,508</td>
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<tr>
<td>Messer</td>
<td>1,389</td>
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<td>Yingde Gases</td>
<td>657</td>
<td>786</td>
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Source: ResearchInChina Global and China Industrial Gases Industry Report, 2012-2013
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<td>Address: Room 502, Block 3, Tower C, Changyuan Tiandi Building, No. 18, Suzhou Street, Haidian District, Beijing, China 100080</td>
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<tr>
<td>Contact Person: Liao Yan</td>
<td>Phone: 86-10-82600828</td>
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<tr>
<td>E-mail: <a href="mailto:report@researchinchina.com">report@researchinchina.com</a></td>
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| Bank Account No #: 110060668012015061217 |  |
| Routing No #: 332906 |  |
| Bank SWIFT Code: COMMCHNBJG |  |

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