



IC Market Tracking
Glass in Automotive
Worldwide 2017

Your Benefits at a Glance

- ✓ You will receive an overview of the **overall market** in addition to **individual market segments**.
- ✓ A detailed **representation of the key markets by country and forecasting until 2020** based on our econometric forecast model.
- ✓ Awareness of **market position** and development during the last two years in comparison with major competitors and with respect to:
 - Total Market
 - Regional Markets
 - Specific Countries
 - Glass Types
 - Customer Segments
 - Business Segments
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic representation, interactive charts and tables which allow rapid application and utilization of the provided data.



Glass in the Automotive Industry				
Germany	Spain	France	UK	Rest of Europe
USA & Canada	Brazil	Mexico	Rest of America	Africa & Middle East
China	Japan	India	South Korea	Rest of Asia



Glass Type	Business Segments	Customer Segments
Laminated Glass	OEM	Passenger Cars
Tempered Glass	ARG	Light Commercial Vehicle
Others		Heavy Commercial Vehicle
		Luxury Vehicle

For each segment the total market and market shares of the top players for the last two years and forecasts for the next three years are available in the study

Glass Types

Tempered Glass

Used as sheet and float glass for residential and commercial construction, automotive applications, tabletops and mirrors.

Laminated Glass

Unlike its tempered counterpart, laminated glass is a form of safety glass that "sandwiches" a piece of PVB (polyvinyl butyral) between 2 or more portions of glass. This interlayer will keep the glass panes alongside one another even when fractured. The main purpose of utilizing laminated glass panes in a windshield instead of tempered is the impact rating.

Others

In this category, smart glass, glass with special functions such as bullet resistance and glass made from all other components are included. Emphasis is given to smart glass which is made "intelligent" with the addition of layers of smart materials or the embedding of sensors and other kinds of electronic and electrical functionality into the glass.

Business Segments

OEM

An Original Equipment Manufacturer (OEM) is a company that produces parts and equipment that may be marketed by another manufacturer. When referring to auto parts, OEM refers to the manufacturer of the original equipment, that is, the parts assembled and installed during the construction of a new vehicle.

ARG

The aftermarket replacement glass (ARG) fabricators produce glass for all vehicles for aftermarket installation only. They are not considered OE or OEM manufacturers because they do not produce auto glass for vehicle manufacturers' assembly plants.

Customer Segments

Passenger Cars

A passenger car is a road motor vehicle intended for the carriage of passengers and designed to seat no more than nine persons (including the driver)

Light Commercial Vehicle

A light commercial vehicle also known as a commercial van, is a commercial carrier vehicle with a gross vehicle weight of not more than 3.5 tones

Heavy Goods Vehicle

A heavy goods vehicle (HGV) or a large and medium goods vehicle (LGV) is a truck with a gross combination mass (GCM) of over 3,500 kilograms (7,716 lb.)

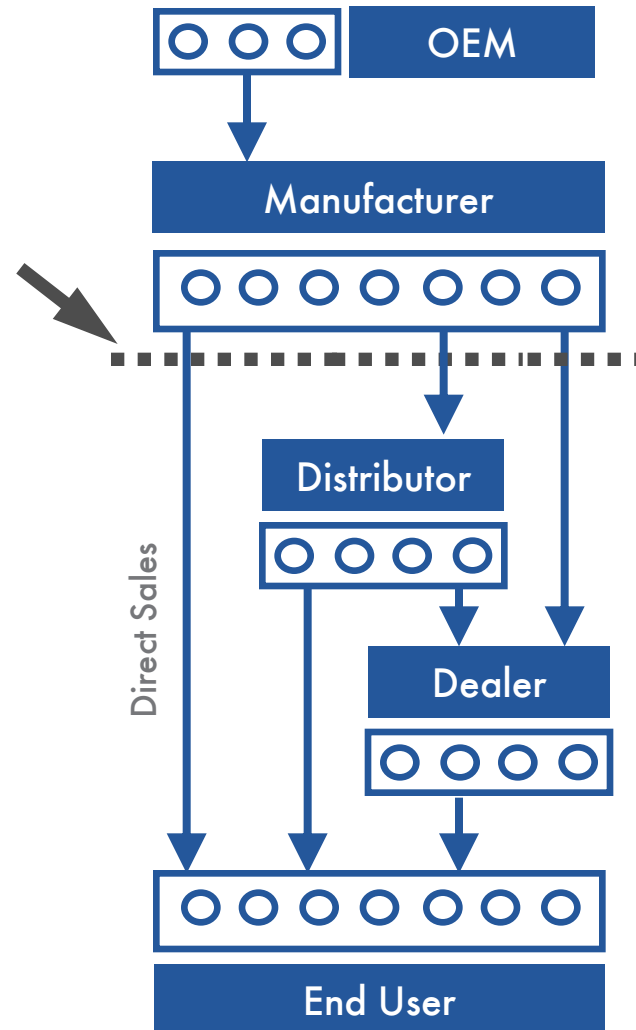
Luxury Vehicle

Luxury vehicle defined here full-size luxury cars that are the most powerful saloons, with six, eight and twelve-cylinder engines and have more equipment than smaller models. It includes some of the models from the flagship lines of luxury car brands, such as Cadillac CT6, Lincoln Town Car and Maserati Quattroporte, and has a minimum price of 30,000 Euros.

What Do We Measure in Our Reports?

Interconnection measures the total sales at street prices without VAT per branch to the first buyer (without OEM)

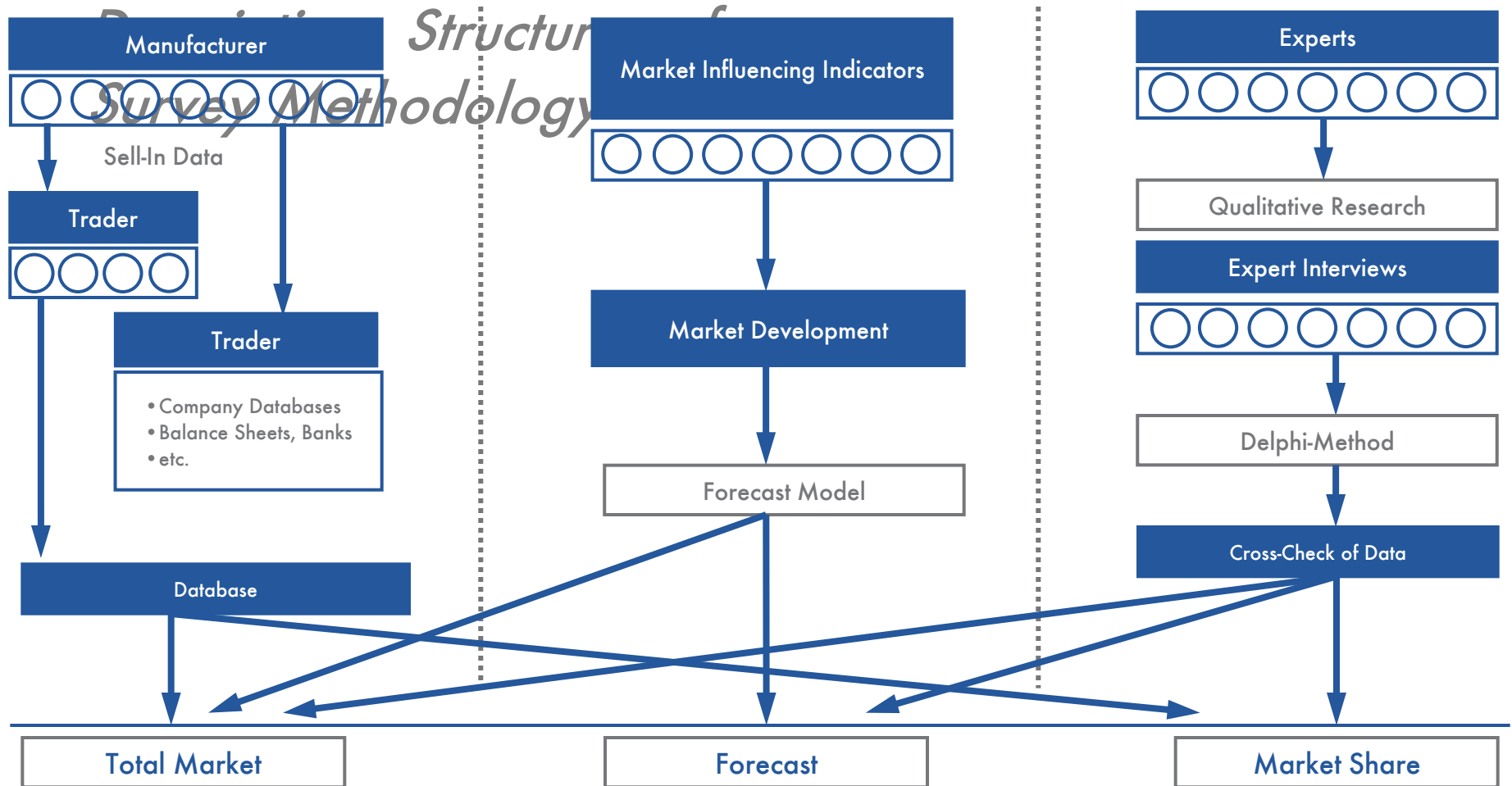
Sales are segmented by the first distribution partner.



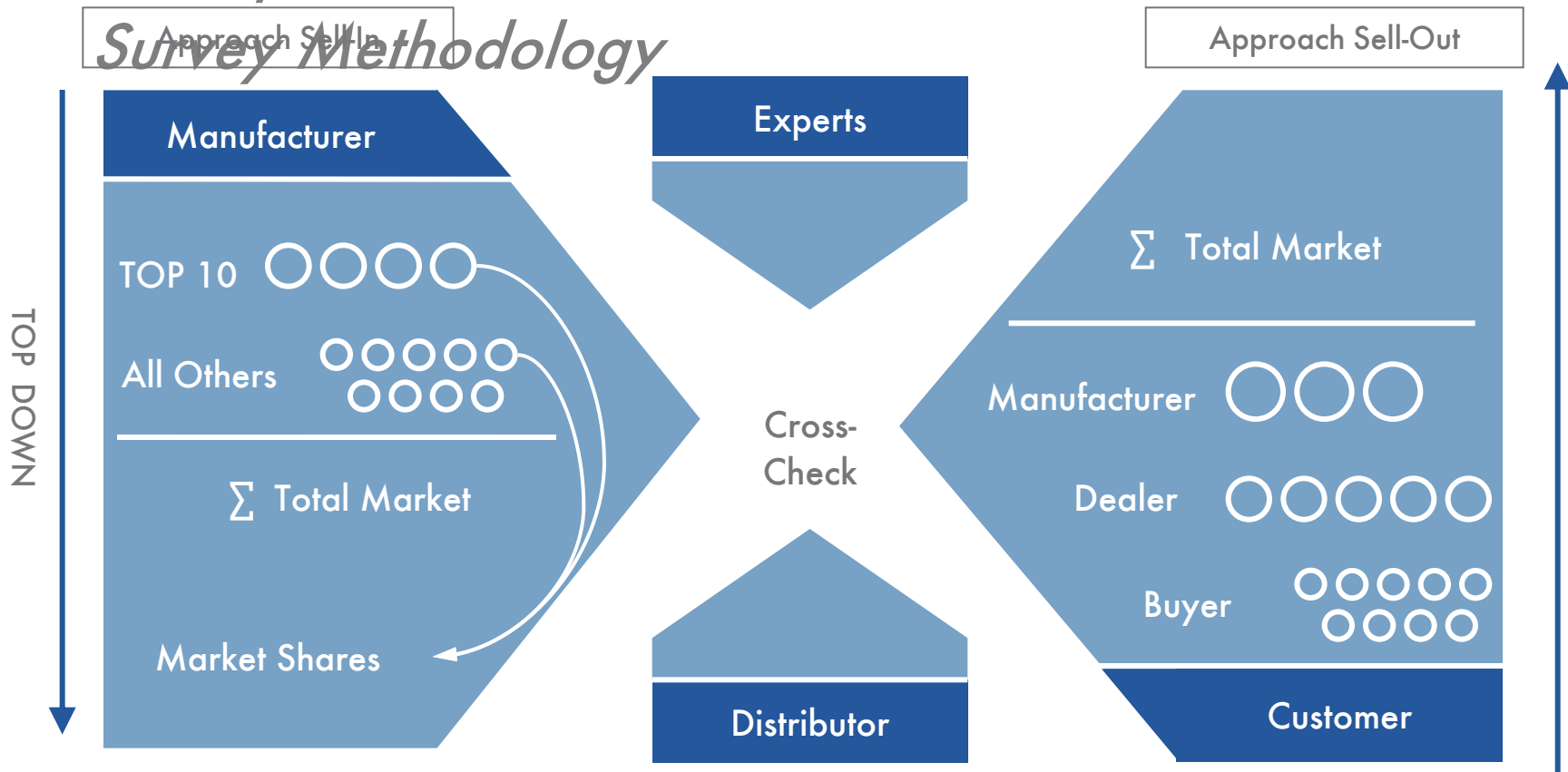
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

Interviews with distributors and specialised dealers act as a cross-check of the data. In addition, investigations of listings and average prices are carried out.

How Do We Conduct Our Research?



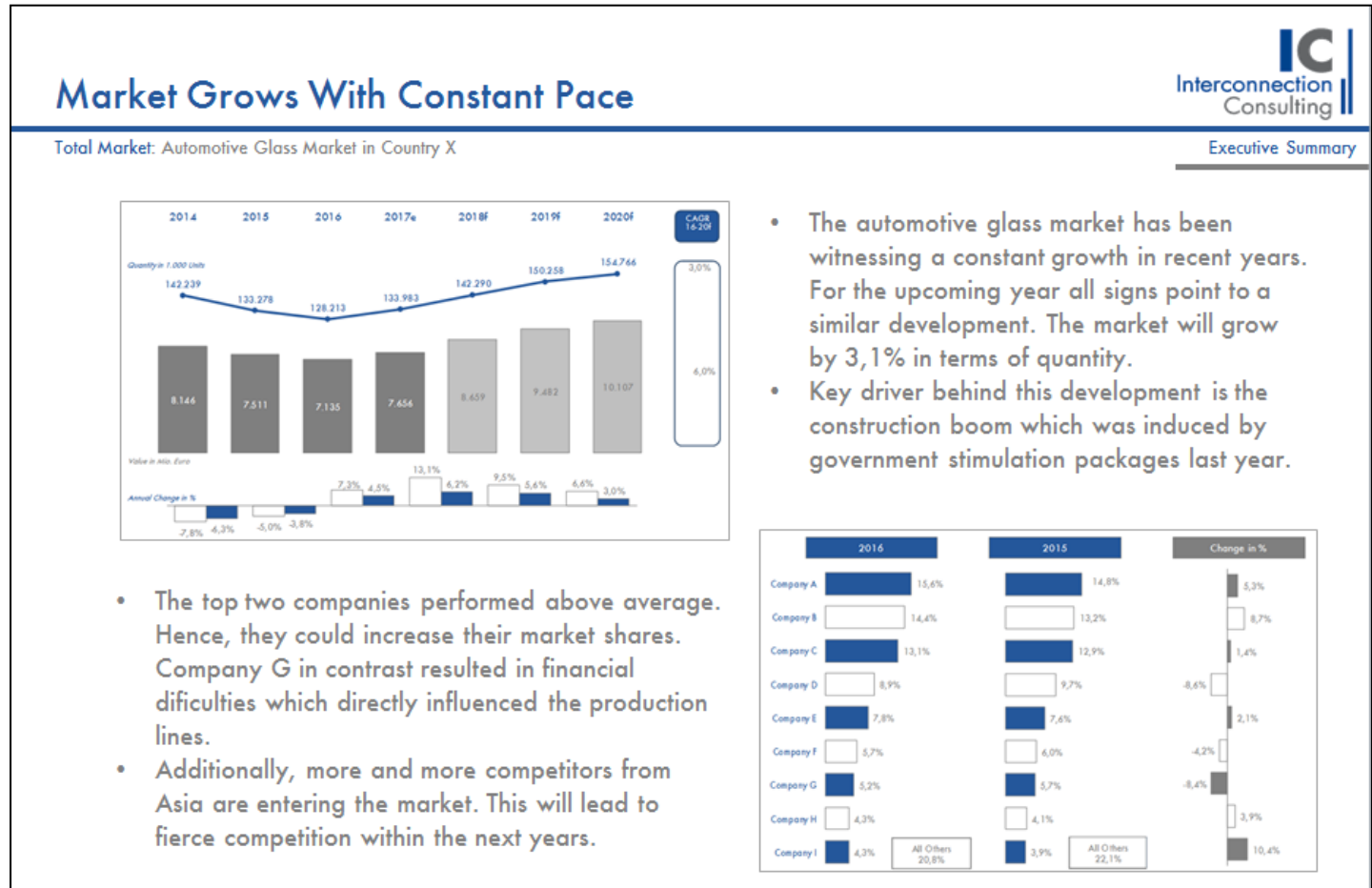
■ *Description Structure of Survey Methodology*



- *The IC Market Tracking® is modularly built and consists of the following sections:*
 - The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
 - The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
 - As an introduction key factors influencing the market are analysed in the **Economic Environment**: You will find the most important data on consumer behaviour, main economic indicators, etc.
- The **Total Market Analysis** shows the development of the market surveyed by value and quantity in different dimensions, such as regions, product groups, and ways of distribution. A forecast for the next years is an essential part of this analysis.
- The **Competition Analysis** shows in detail the development of the top companies in the market by finding out about the market shares in different categories, changes in market position, benchmarks, average prices, etc.

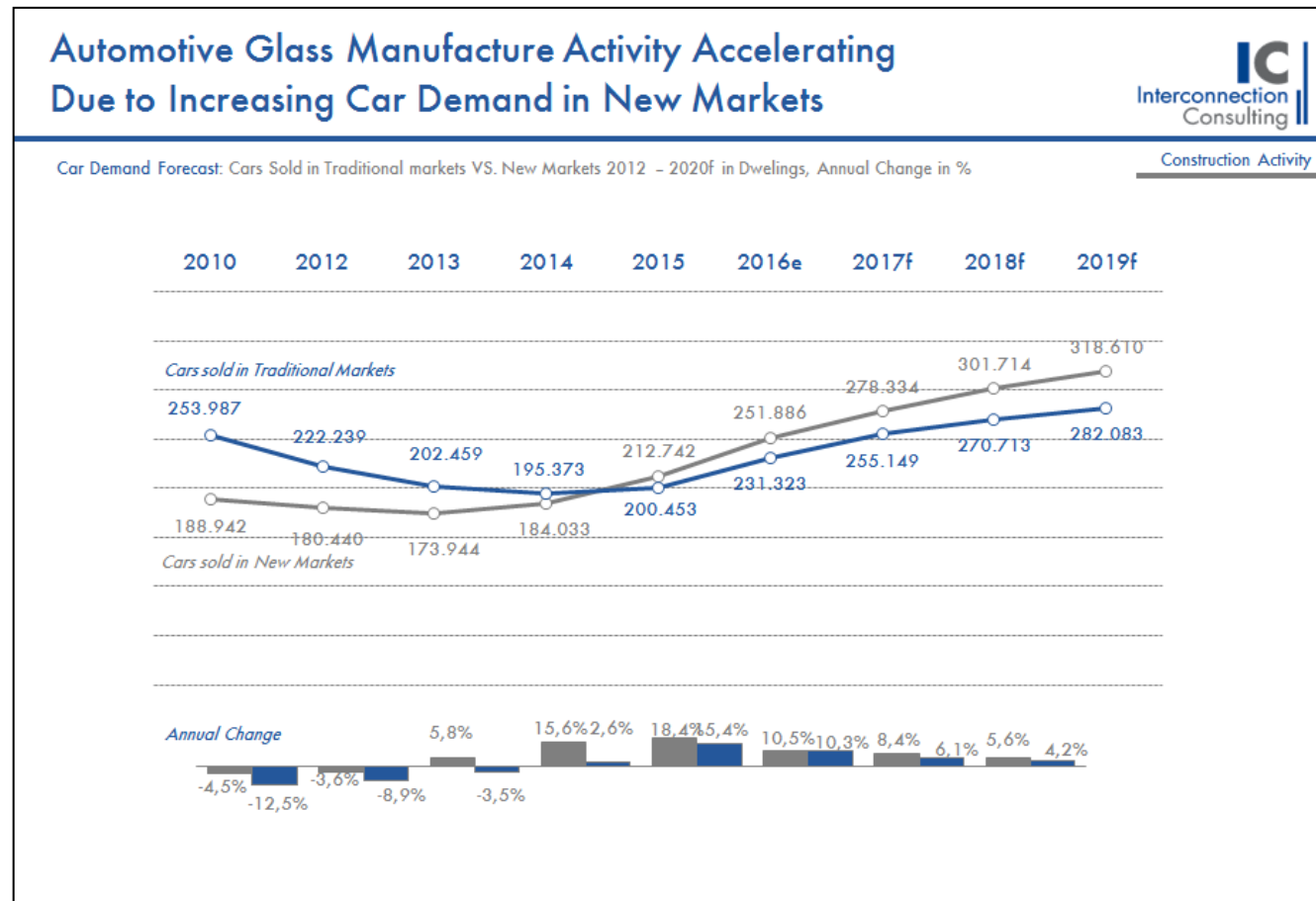
Executive Summary at the Beginning of the Report

- The Executive Summary comprises all relevant information of the report in precise manner. Forecast and competition situation is highlighted.
- *The chart shows dummy figures.*



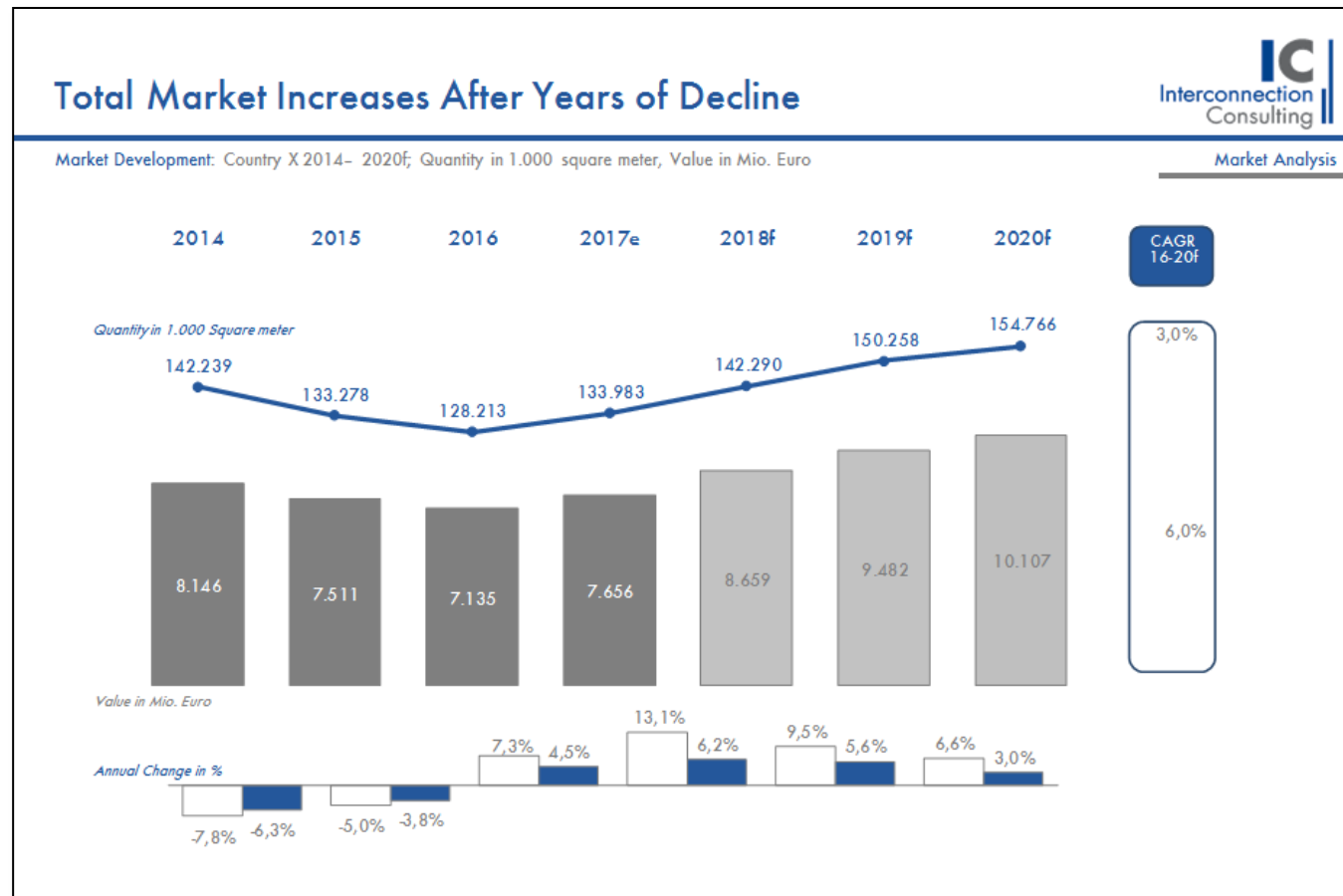
Market Environment Data of Our Forecasting Model

- The data for the market environment consists of main factors such as general economy data, demography, income statistics, construction environment and sentiment indicators
- *This chart shows dummy figures*

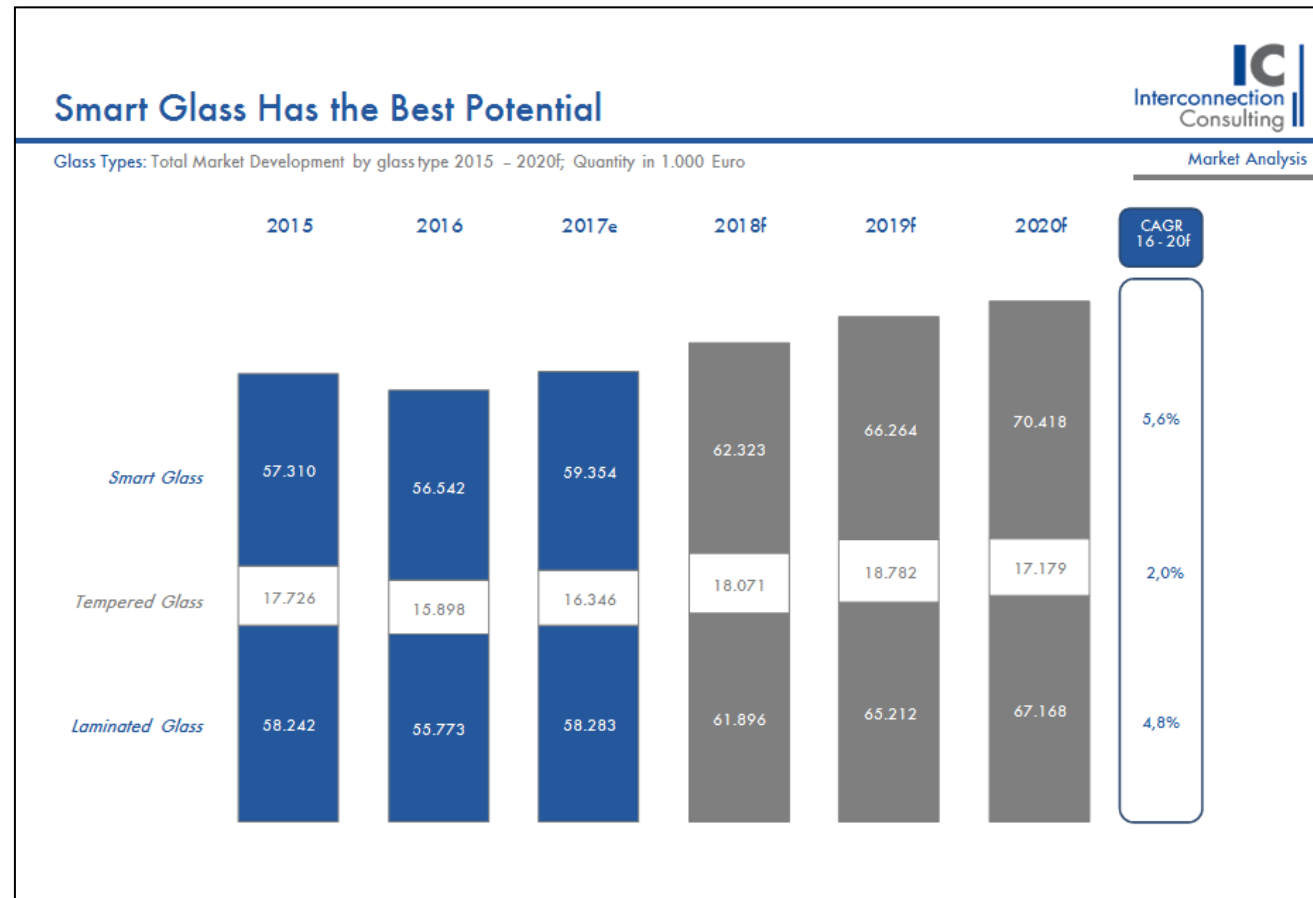


Total Market Development and Forecast

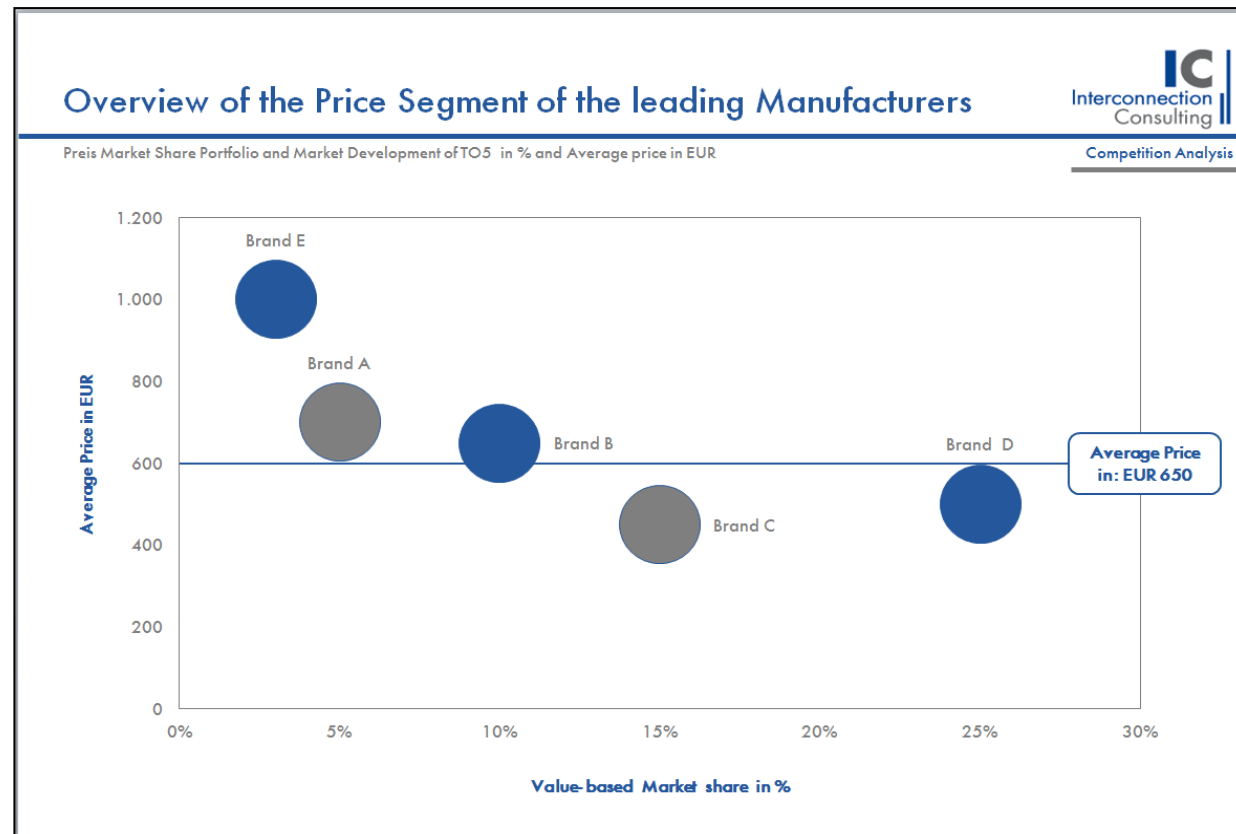
- Overview of the total Market in terms of quantity and value.
- Development until the current year and forecast for the upcoming three years
- *This chart shows dummy figures.*



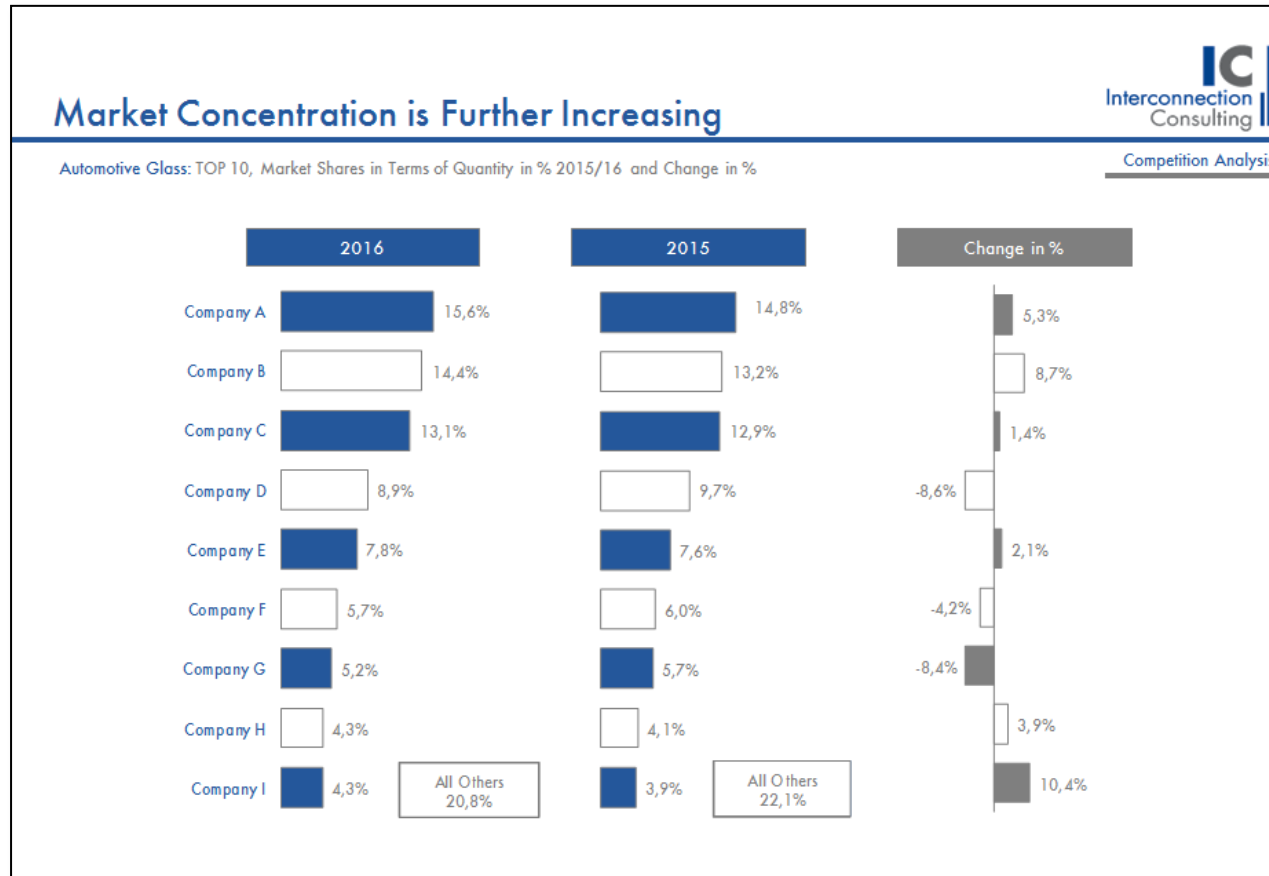
- Overview of the total market until the current year and forecast for the upcoming three years by sub segments.
- *This chart shows dummy figures.*



- Detailed description of the most important Companies in the examined market by reference to market shares, changes, BCG-Portfolios, etc.
- *This chart shows dummy figures.*



- Market Shares of the Top 10 market leaders of the Automotive Glass Market
- *This chart shows dummy figures.*



- In addition to the visualized report a Pivot Table will be included.
- This tool allows individual and selective analyses to be made by the user with the available data, especially when it comes to future trend and segmentation modelling.
- Pivot tables are available for the competition analysis as well as for the total market and forecast studies.

How to use Pivot Tables

1. Generally, the desired sub-categories (i.e. Technology - A) can be selected with the ordinary drop down menus.


Technology	A
Distribution	(All)
Quarter	4
Quantity/Value	Quantity
Weight Classes	(All)
Country	Germany
Brand	(All)
∅ Price in € (Classes)	(All)

Sum - #	
Segments	Results
Segment A	18.592
Segment B	8.434
Segment C	5.310
Segment D	3.290
Segment E	1.332
Total	36.958

2. If you want to analyse a different category (i.e. Technology), click on the gray field and drag it down to the table.

Distribution	(All)
Quarter	4
Quantity/Value	Quantity
Weight Classes	(All)
Country	Germany
Brand	(All)
∅ Price in € (Classes)	(All)

Sum - #	Technology		
Segments	A	B	C
Segment A	3.290	5.452	7
Segment B	5.310	8.925	21
Segment C	8.434	10.794	
Segment D	18.592	14.624	13
Segment E	1.332	2.229	6
Total	36.958	42.025	47

	Single Issue	Subscription*
Total Market - America	€ 3,500.-	
Total Market - Asia	€ 3,650.-	
Total Market - Europe	€ 5,950.-	
Worldwide (Single License)	€ 8,662.50	
Worldwide (Group License**)	€12,487.50	

In specific analyzed regions:

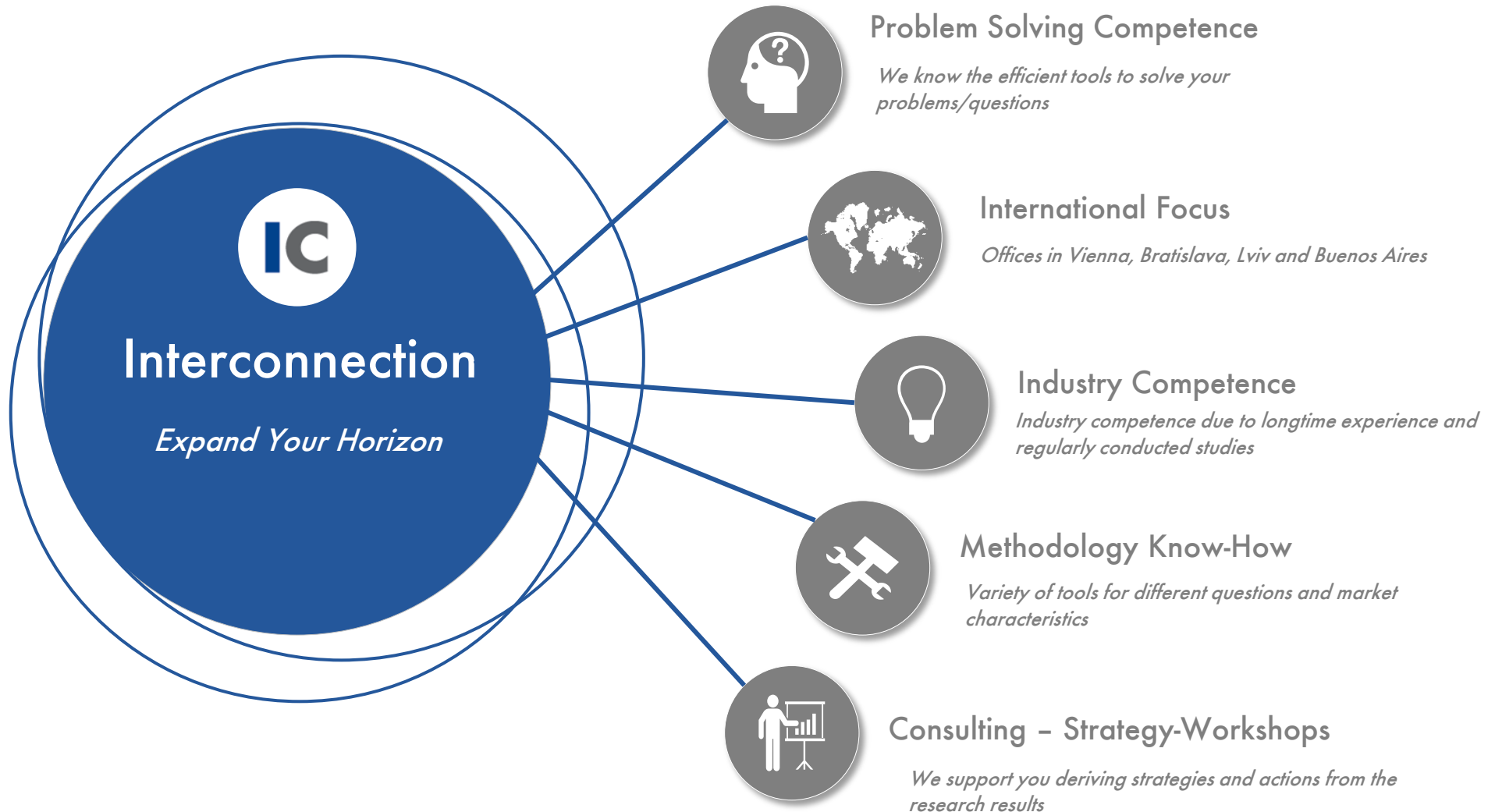
America: USA & Canada, Rest of America
 Asia: China, India, Japan, Rest of Asia
 Europe: Germany, France, Spain, UK, Rest of Europe

- Annual price for at least two orders of the study (order year and the following year). The subscription can be cancelled after two purchases of the study, but not later than at the 31.12. of the year in which the last study has been received. Price changes must be announced by Interconnection at least two months before the issue of a new study. In case of not-cancellation the subscription extends for a further year automatically.

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Price includes an interactive PDF in electronic form. All prices shown excludes sales tax.

Interconnection Provides Data for Corporate Decisions



Our Market-Intelligence Tools



If there are any questions please
do not hesitate to contact us!

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