

IC Market Tracking[®]

Facility Services
in CEE 2021

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2017 – 2020 for the total market development as well as
 - Service Types
 - Sub-Service Types
 - Customer Segments
- Forecasts from 2021 – 2024 for the total market as well as each analysed segment and sub-segment

COMPETITION ANALYSIS

- Market shares of the top players for 2019/20
 - Market Shares on the total market in terms of value and quantity
 - Market Shares per product groups in terms of value and quantity

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, public spending, labour market, demographics, retail market.
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

Market Shares

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables



ONLINE-COCKPITS

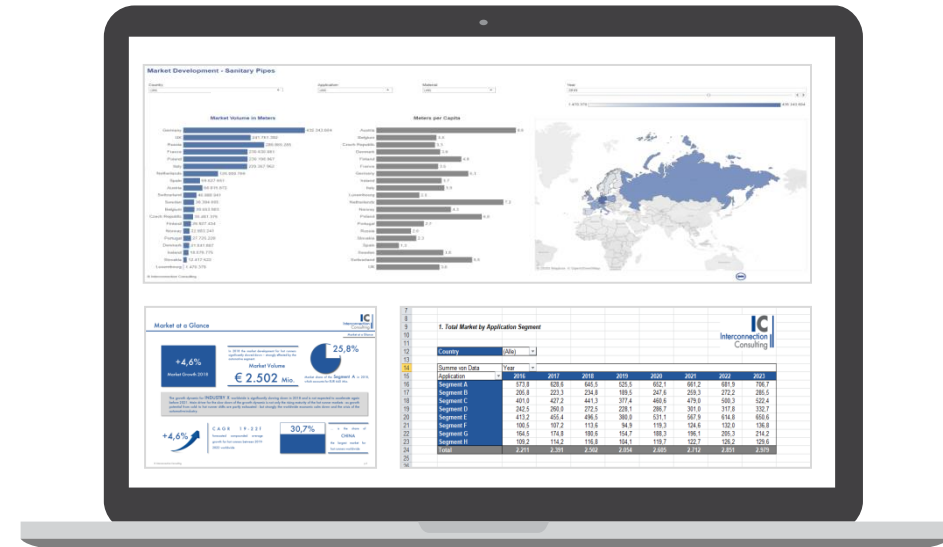
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of the data from the dashboards

EXECUTIVE REPORTS

- Executive report including key facts of the report and background information about forecasts, trends and the competitive landscape
- Infographics summarizing the market and providing regional comparisons and contrasts already integrated within Tableau

RAW DATA -TABLES

- Downloadable tables from MIS as xls. cvs. jpg. or other formats for your own integration
 - Graphs
 - Raw Data

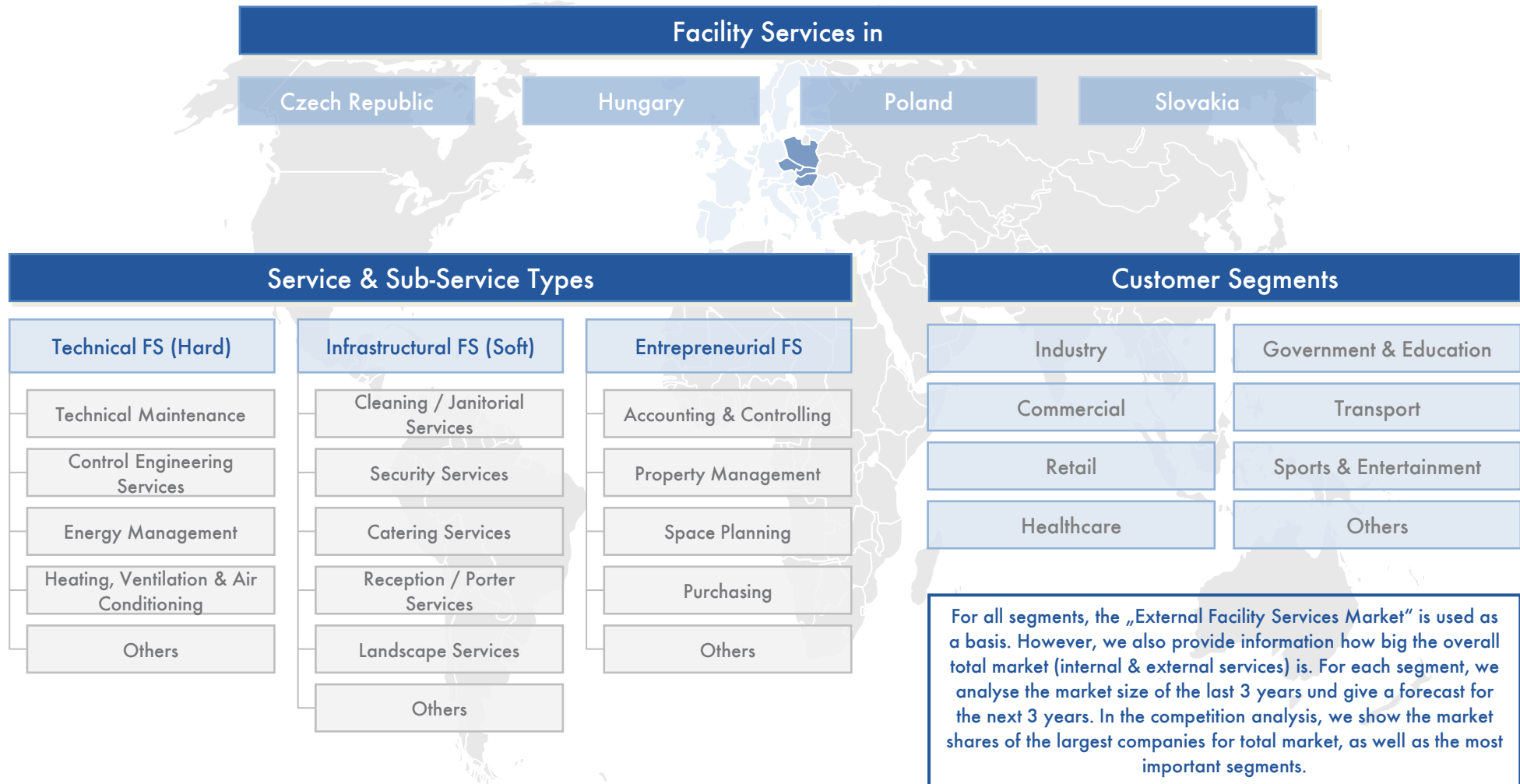


Market Intelligence Tool and Reports

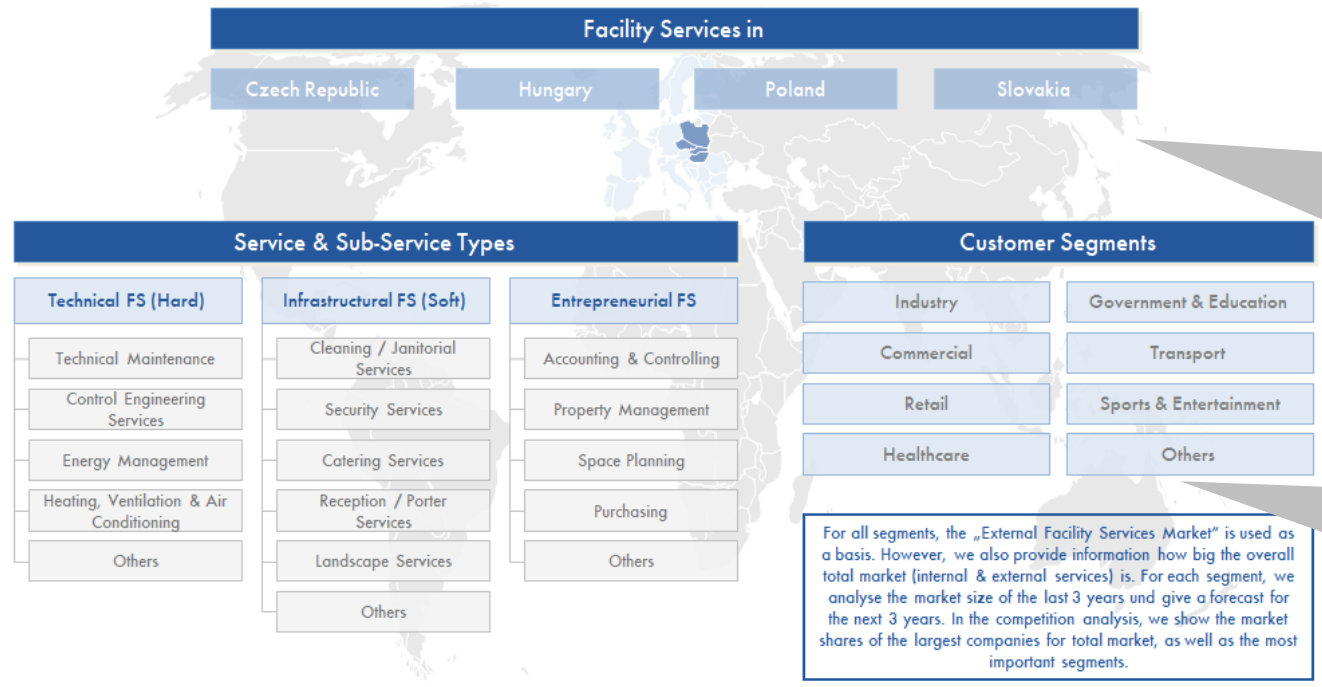


Online Dashboards

Executive Reports



Market Structure - Interpretation



- Market data are available for each country separately as well as aggregated for the package purchased.
- Each country report includes data for facility services by service types, sub-service types and customer segments separately as well as aggregated for the total market of facility services in terms of value.

Definition and Demarcation

Service Types

Technical FS (Hard)	HVAC, Controls & Automation, Electrical Engineering, Energy Management, Technical Maintenance, etc.
Infrastructural FS (Soft)	Janitorial Services, Cleaning, Security, Catering, Waste Disposal, Snow Removal, Pest Control, Landscaping, etc.
Entrepreneurial FS	Controlling, Property Management, Logistics, Space Planning, etc.

Abbreviations

CAGR	Compound Annual Growth Rate over the period 2016 - 2022f
Avg. Share	Average Share over the period 2016-2022f
2019e/2022f	Estimated/Forecasted
Turnover	Turnover is stated in 1 Mio. Euros. Values are always net turnover values (not list-prices), including rebates.

Types of Agreement

Individual Contract	Contract for one individual Service
Vertical Contract	Contracts for several Services within one service group (i.e. technical)
Horizontal Contract	Contracts for 2 different service types
Complete Contract	Contract for all 3 service types

Contract Types

Internal	Own company
External	Subcontracting

The Unique Mix of Methods and Approaches for Reliable Market Analysis



SELL-IN

The analysis measures Sell-In data. Sales from the manufacturer to the first distribution partner. OEMs are not taken into account.



Survey with Manufacturers & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturers as well as interviews with industry experts.



Market Calculation Model

Industry relevant market drivers are taken into account in a market calculation model to determine the total market volume and forecasts.

The strong focus on interviews within the industry is clearly our **USP**
“Only who talks with the industry knows what’s going on!”

The Market Intelligence Tool

Dashboards - The Best Way to Work with Data

A picture says more
than 1000 words

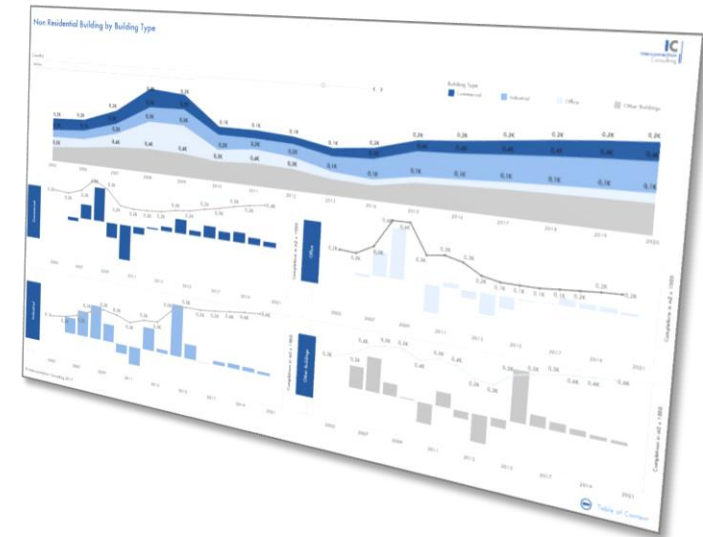
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

- Use interactive dashboards for quick implementation of the data, for potential estimations, for sales control, for success measurement etc.

Easy online
accessibility

- Market data are available wherever you have internet access
- You can also export the data as .jpg, .csv or .pdf file

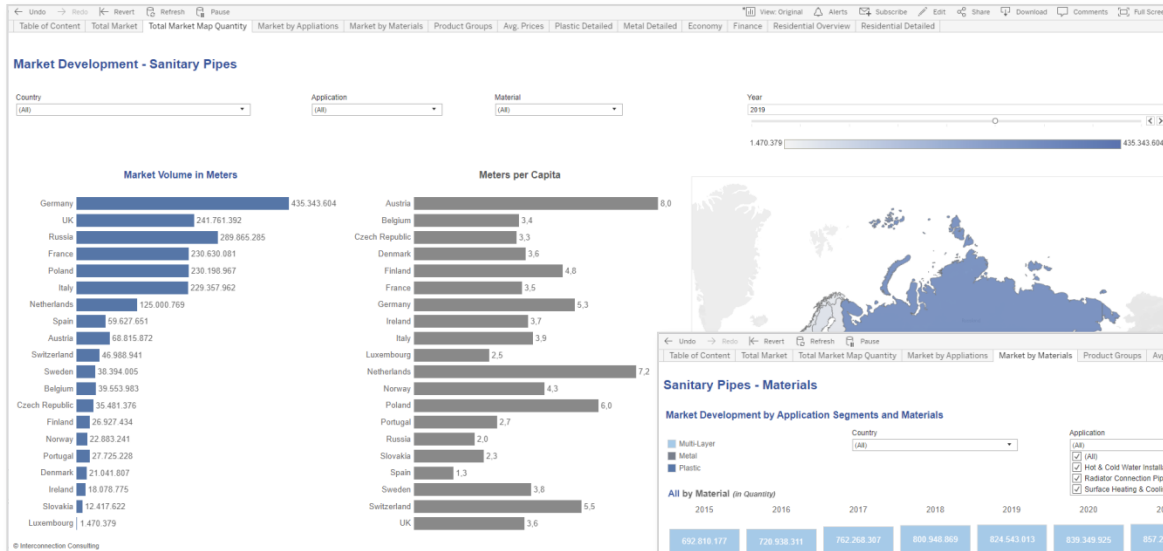


Usability of the Market Intelligence Tool

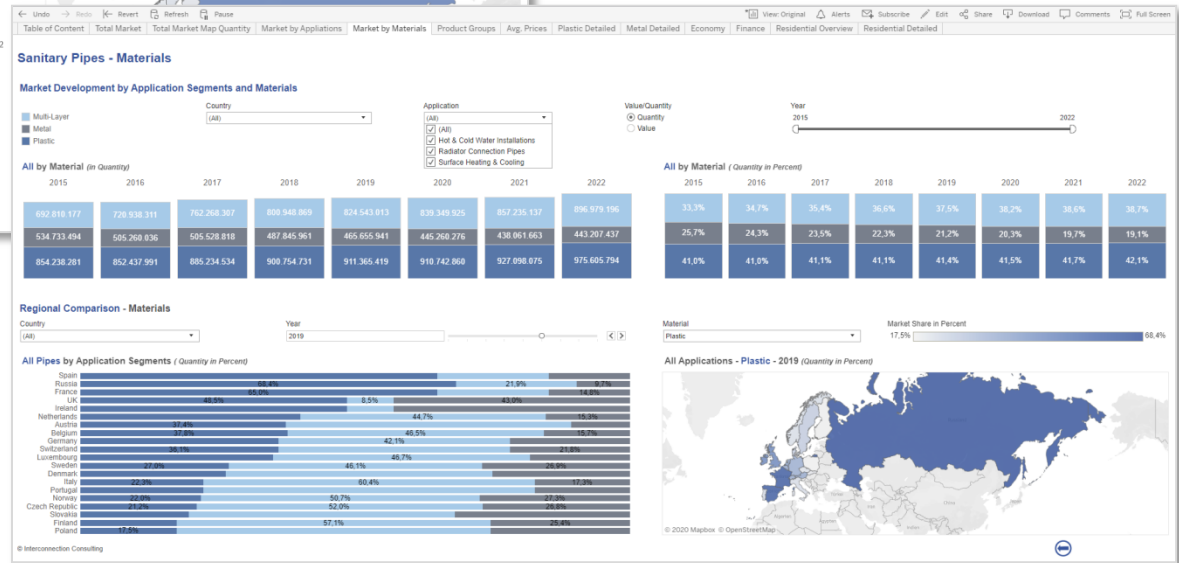
Let's Put it in a Video...



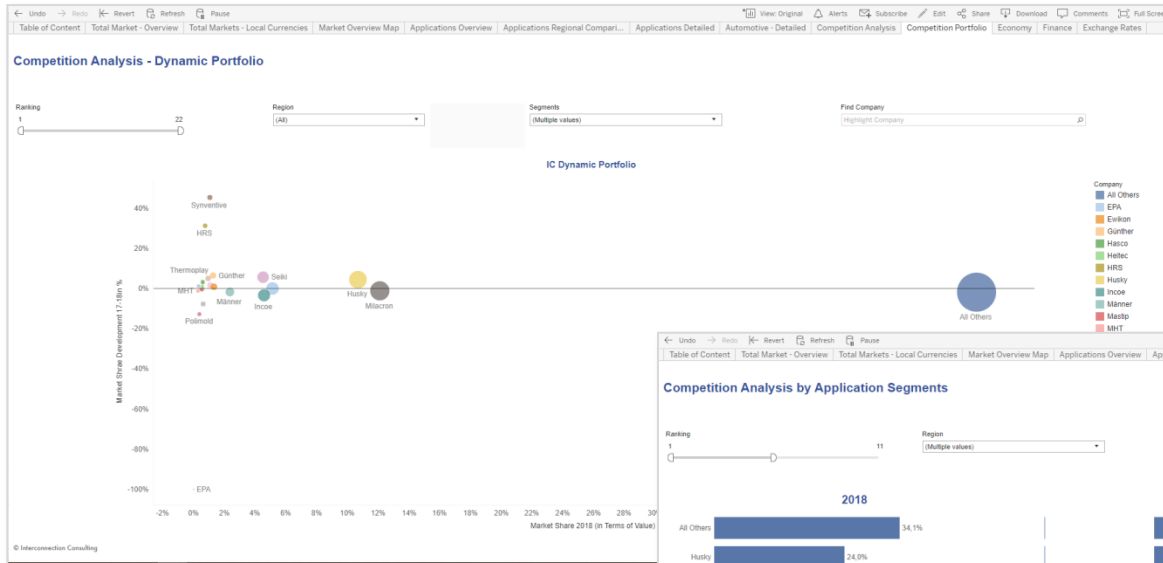
Sample Cockpits for Market Analysis Data



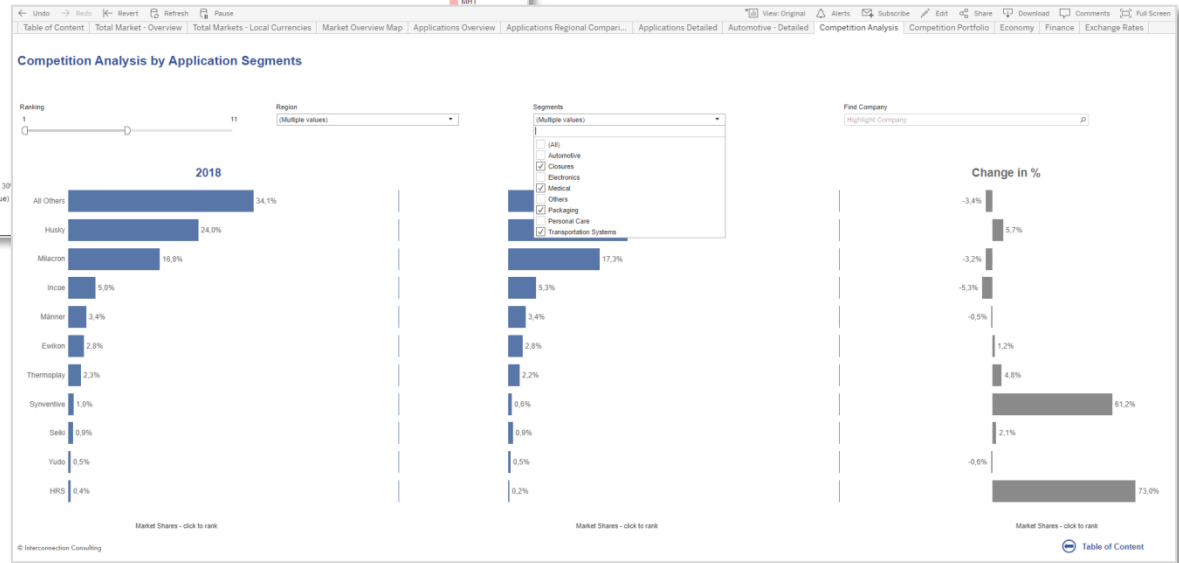
This chart contains fictive data



Sample Cockpits for Competition Data

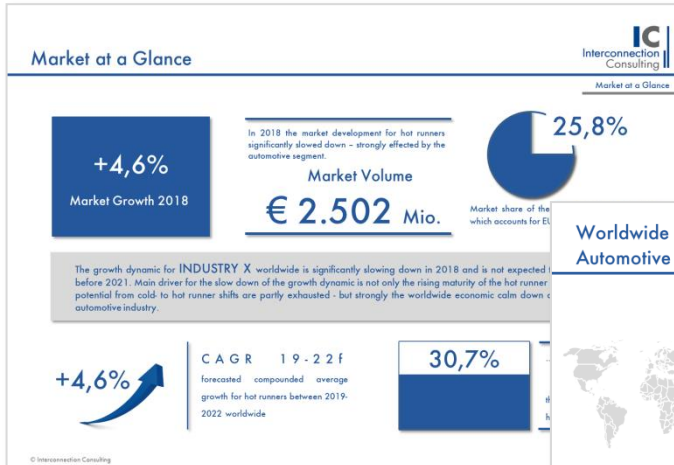


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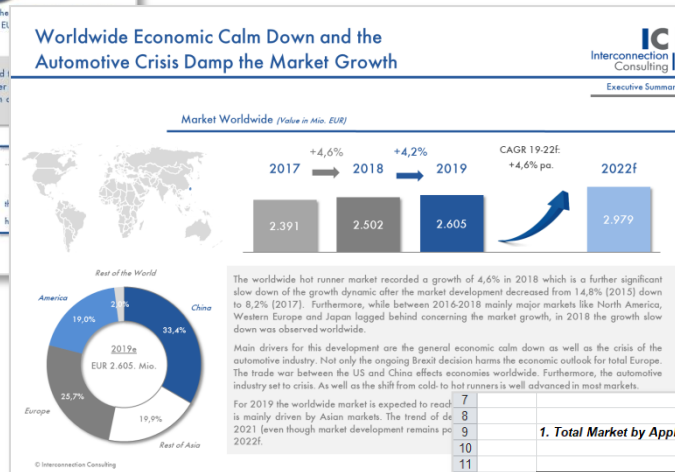


Additional Deliverables

Executive Summary and Pivot-Tables



Executive Summary as PDF (fictive data)



Executive Summary as PDF (fictive data)

1. Total Market by Application Segment

Country: (Alle)

Application	2016	2017	2018	2019	2020	2021	2022	2023
Segment A	573.8	628.6	645.5	525.5	652.1	661.2	681.9	706.7
Segment B	205.8	223.3	234.8	189.5	247.6	259.3	272.2	285.5
Segment C	401.0	427.2	441.3	377.4	460.6	479.0	500.3	522.4
Segment D	242.5	260.0	272.5	228.1	286.7	301.0	317.8	332.7
Segment E	413.2	455.4	496.5	380.0	531.1	567.9	614.8	650.6
Segment F	100.5	107.2	113.6	94.9	119.3	124.6	132.0	136.8
Segment G	164.5	174.8	180.6	154.7	188.3	196.1	205.3	214.2
Segment H	109.2	114.2	116.8	104.1	119.7	122.7	126.2	129.6
Total	2.211	2.391	2.502	2.054	2.605	2.712	2.851	2.979

Pivot-Table including all raw data as MS-Excel file (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Facility Services in CEE 2021

Prices & Conditions

	2 Countries of Your Choice	All Countries		
Subscription *	€ 6.450,-	€ 11.950,-		
Available Countries	Czech Republic	Hungary	Poland	Slovakia



- **Subscription:** 25% price advantage compared to single issue. The subscription can be cancelled after two purchases of the study, but not later than 31st December in the year in which the last study has been received. If the subscription is not cancelled, it is automatically extended by one more year. The price is the individual price for each year. Price changes must be announced by Interconnection at least six weeks before 31st December.
- The price includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of an subscription.
- In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit (Software for Online Dashboards) is included as well as for any subscription order exceeding 2 countries or regions. For all other options, license costs for Tableau cockpits are € 500,- per license per year.

Selected References for our Market Reports

„IC is a constant tutor in the evaluation of markets and offers a helpful decision basis.“

Mr. Bernd Blümmers
General Manager,
Saint-Gobain Solar Systems
Central Europe



ALLES IN ORDNUNG.





Our Market-Intelligence Tools



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

Interconnection Consulting

Dostojevského Rad 11, SK- 811 09 Bratislava

Katarina Gajdova – Market Analyst

Tel: +43 1 375 00 15 14

Fax: +43 1 585 46 23 30

gajdova@interconnectionconsulting.com

Jan Hudak – Managing Director

Tel: +43 1 375 00 15 12

Fax: +43 1 585 46 23 30

hudak@interconnectionconsulting.com

Interconnection Consulting
Vienna • Oberstdorf • Lviv • Bratislava • Buenos Aires

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we show you the way

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