



IC Market Tracking®
Sandwich Panels in
Europe 2022

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

More than just a report – A TOOL FOR SUCCESS!

Detecting Market Potential



GEO-Maps



Benchmarks



Strategic Workshops



on request

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2018 – 2021 for the total market development as well as
 - Product Groups
 - Building Types
 - Business Segments
 - Insulation Thickness
 - Application Area
- Forecasts from 2022 – 2025 for the total market as well as each analyzed product group and segment
- Annual updates of the data

COMPETITION ANALYSIS

- Market shares of the top players for 2020/21
 - Market Shares on the total market in value and quantity
 - Market Shares per product groups and segments in quantity

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, public spending, labor market, demographics, etc.
- 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

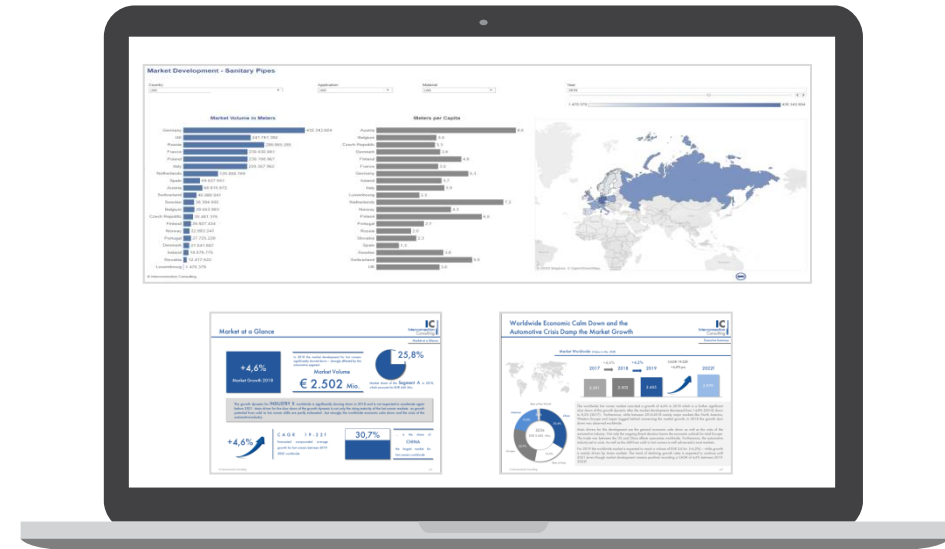


ONLINE-COCKPITS

- 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 summary dashboards 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

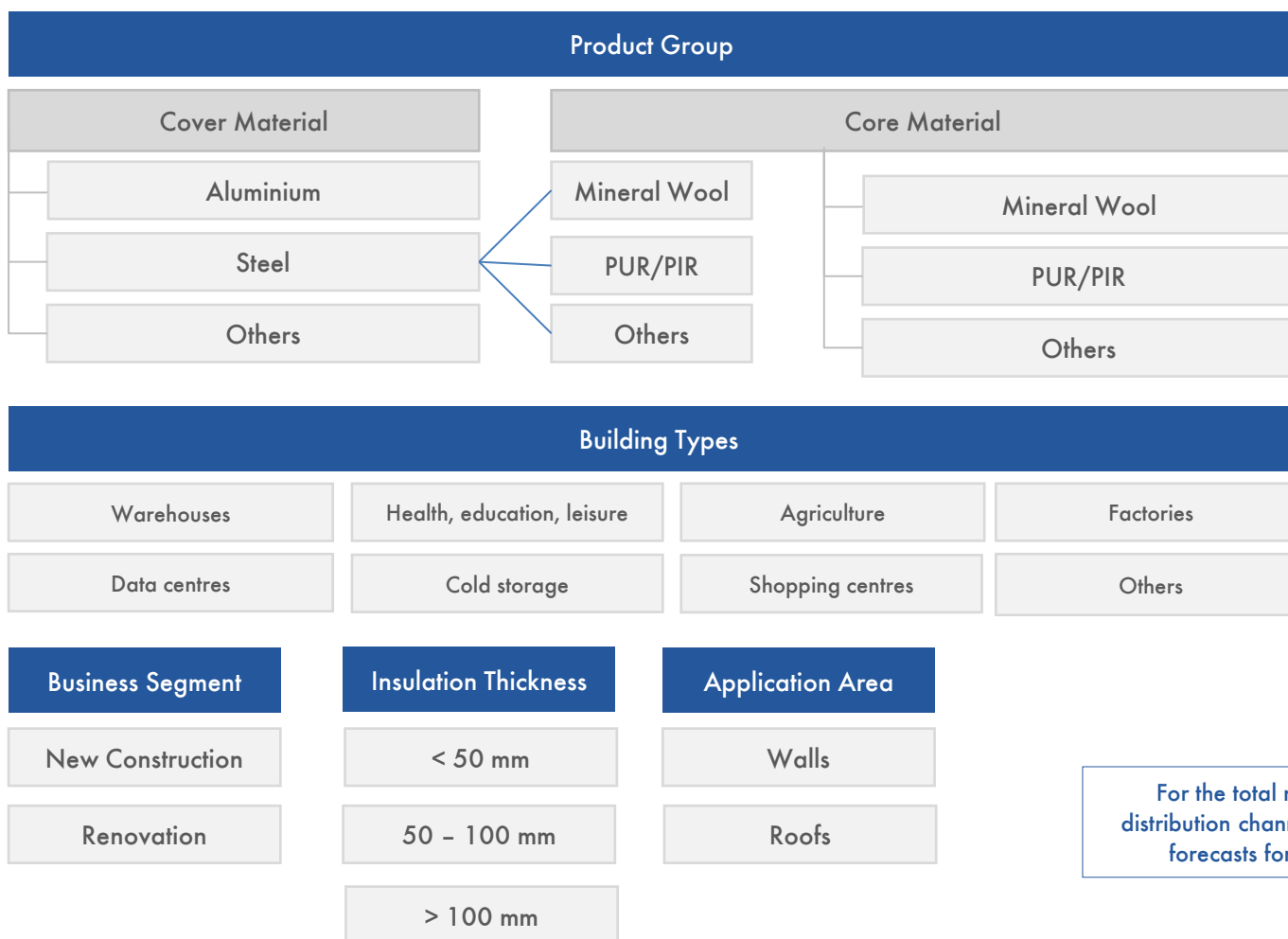


Market Intelligence Tool and Reports

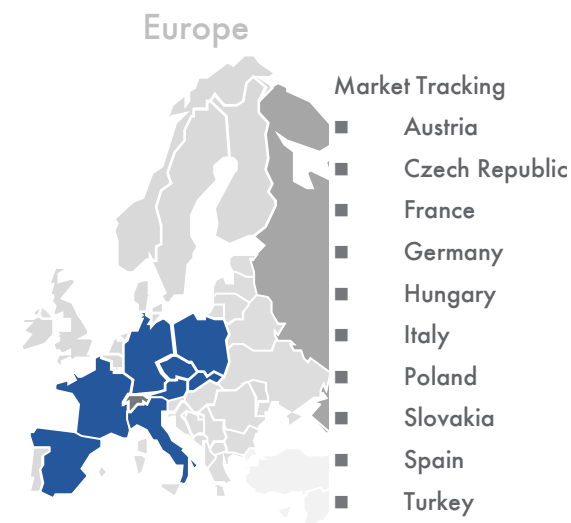


Online Dashboards

Market Report Structure



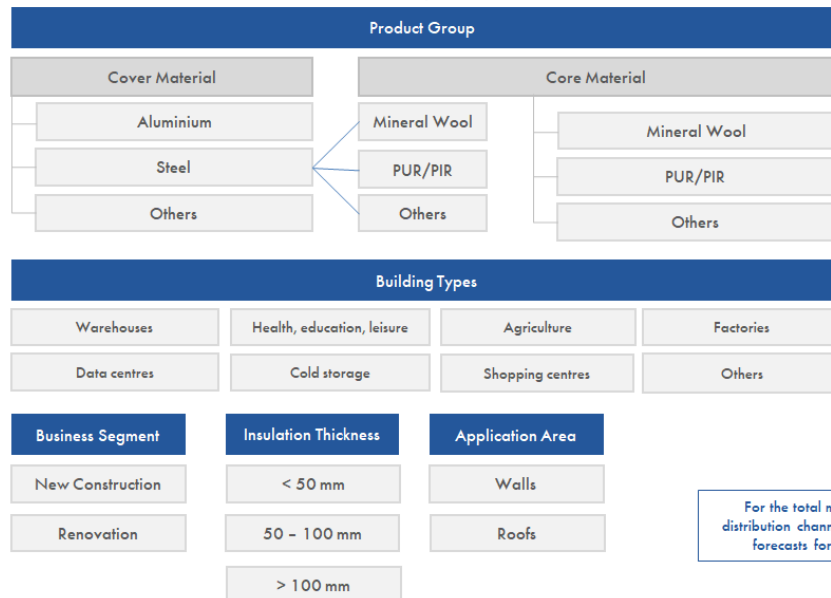
Available Countries



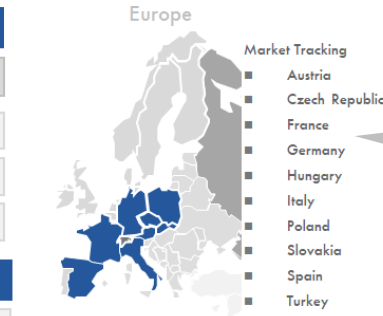
For the total market and product groups, application types and distribution channels market development for the past three years and forecasts for the next three years are available in the report.

Market Structure - Interpretation

Market Report Structure



Available Countries



For the total market and product groups, application types and distribution channels market development for the past three years and forecasts for the next three years are available in the report.

- Market data is available for each country separately as well as aggregated for the country package purchased.
- Each country report includes data for product groups, building types, business segments, insulation thickness and application areas separately as well as aggregated for the total market of sandwich panels in terms of value and quantity.
- Product groups are further broken down by cover material and core material.

Definitions and Demarcation

Cover Material	Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No List-Prices), discounts included; Quantity in 1.000 m ²
Steel	Sandwich panels with cover sheets made of steel
Aluminium	Sandwich panels with cover sheets made of aluminium
Other	Sandwich panels with cover sheets made of other materials, e.g. wood
Core Material	
Mineral	Panels with a main content of insulation material made from molten mineral or rock materials
PUR/PIR	Panels with a main content of synthetic insulation materials, such as polyurethane rigid foam or polyisocyanurate
Other	Panels with a main content of other insulation materials, such as EPS (expanded polystyrene)
Insulation thickness	
< 50 mm	Sandwich panels with an insulation thickness of under 50 mm, including the cover
51 mm – 100 mm	Sandwich panels with an insulation thickness between 51 and 100 mm , including the cover
> 100 mm	Sandwich panels with an insulation thickness bigger than 100 mm , including the cover



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 Manufacturer & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturer 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

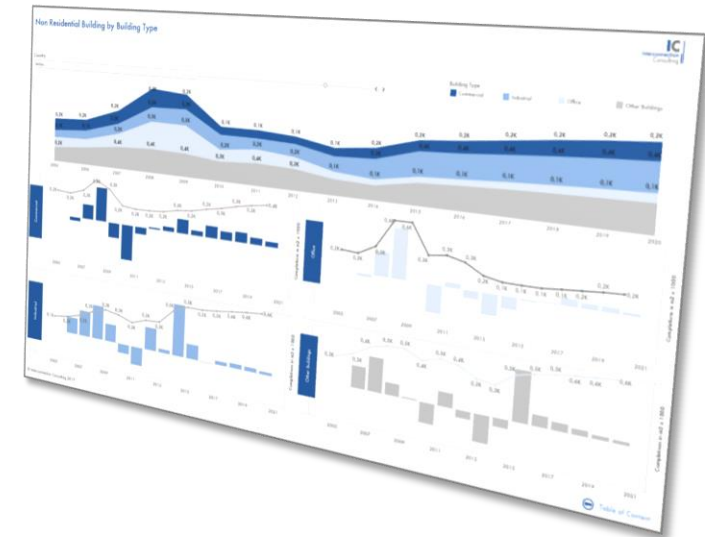
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

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

Easy online accesibility

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



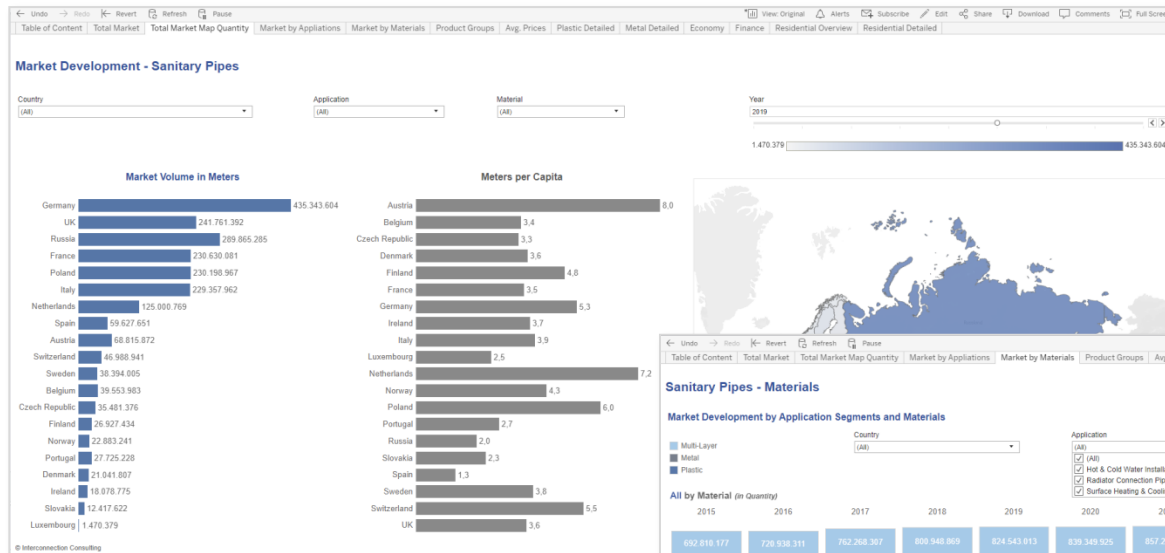
In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit is waived as well as for any subscription order exceeding 2 countries or regions. For all other options, price for Tableau cockpit costs € 500,-.

Usability of the Market Intelligence Tool

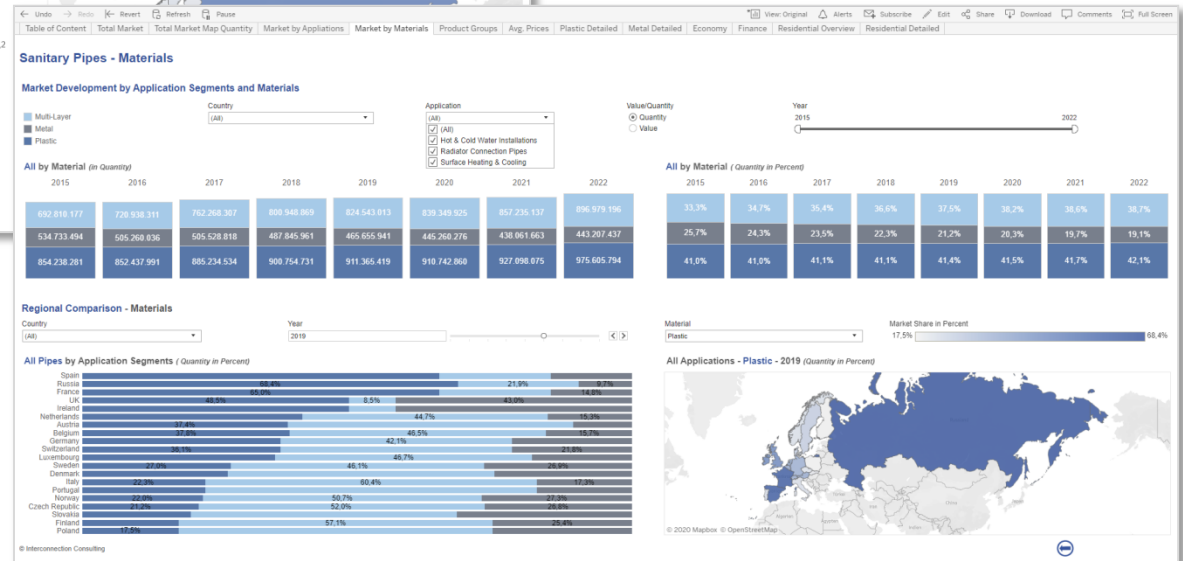
Let's Put it in a Video...



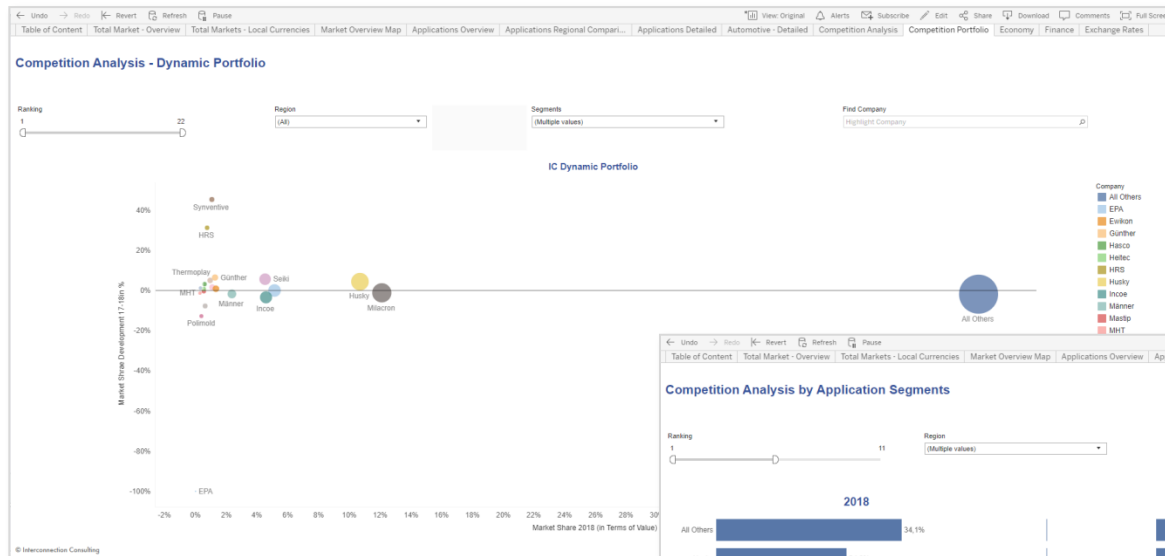
Sample Cockpits for Market Analysis Data



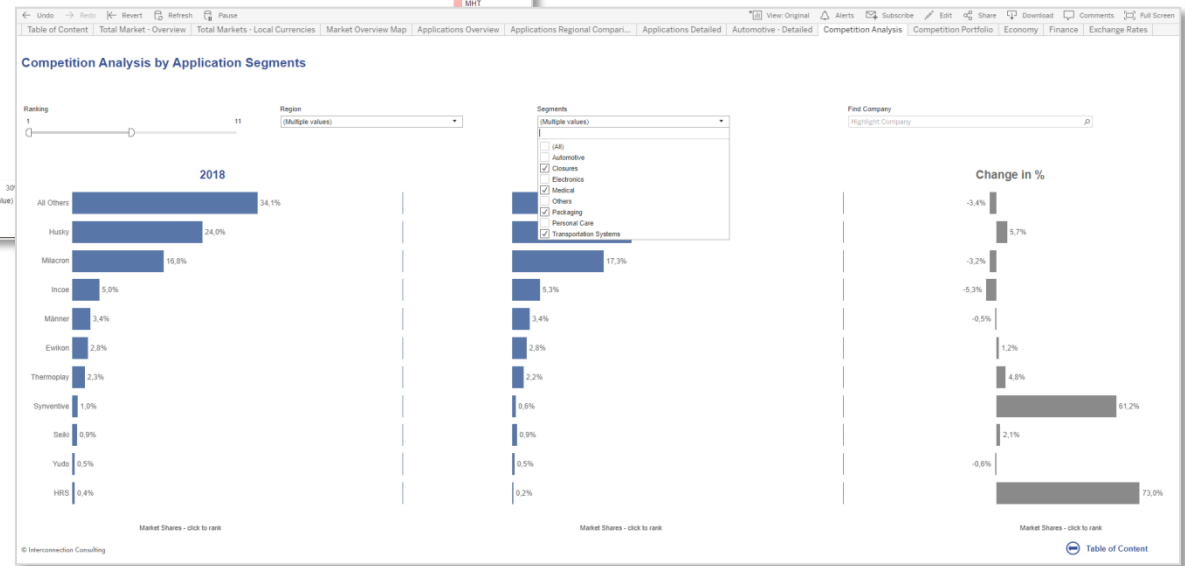
This chart contains fictive data



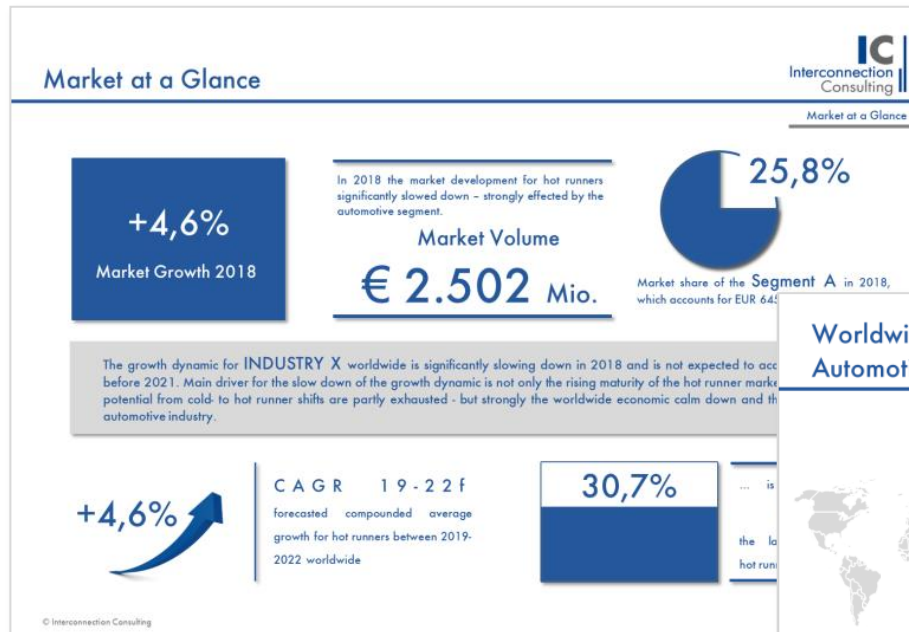
Sample Cockpits for Competition Data



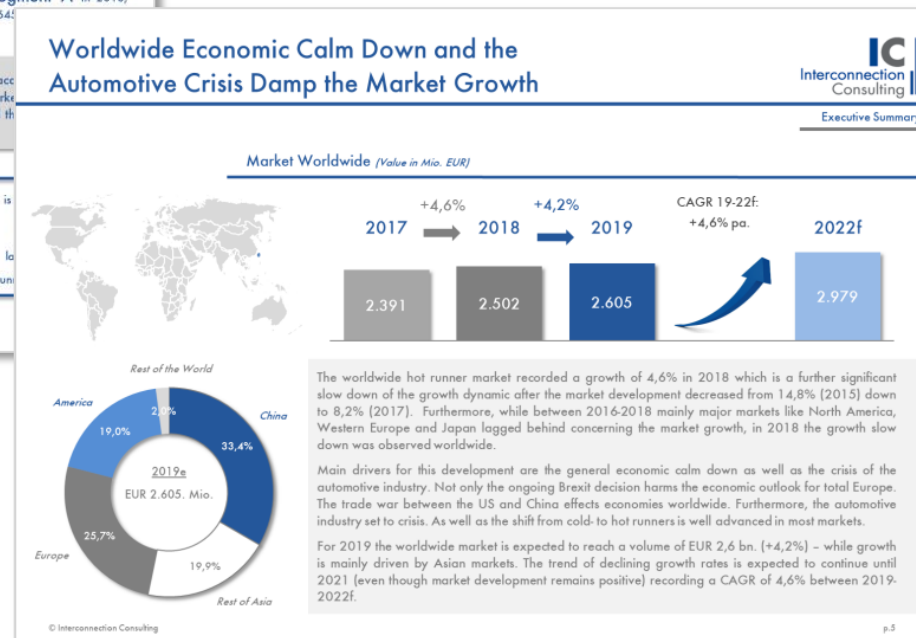
This chart contains fictive data



Additional Deliverables - Executive Summary



Executive Summary as part of Tableau (fictive data)



Executive Summary as part of Tableau (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Sandwich Panels 2022

Prices & Conditions

	Subscription *	
3 Countries of Your Choice	€ 6.950,-	
6 Countries of Your Choice	€ 10.950,-	
All Countries	€ 19.950,-	

Available Countries

- Austria
- Czech Republic
- France
- Germany
- Hungary
- Italy
- Poland
- Slovakia
- Spain
- Turkey

* **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.

** Package Price taking the scale of discounts already into account.

In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit 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,-/license.

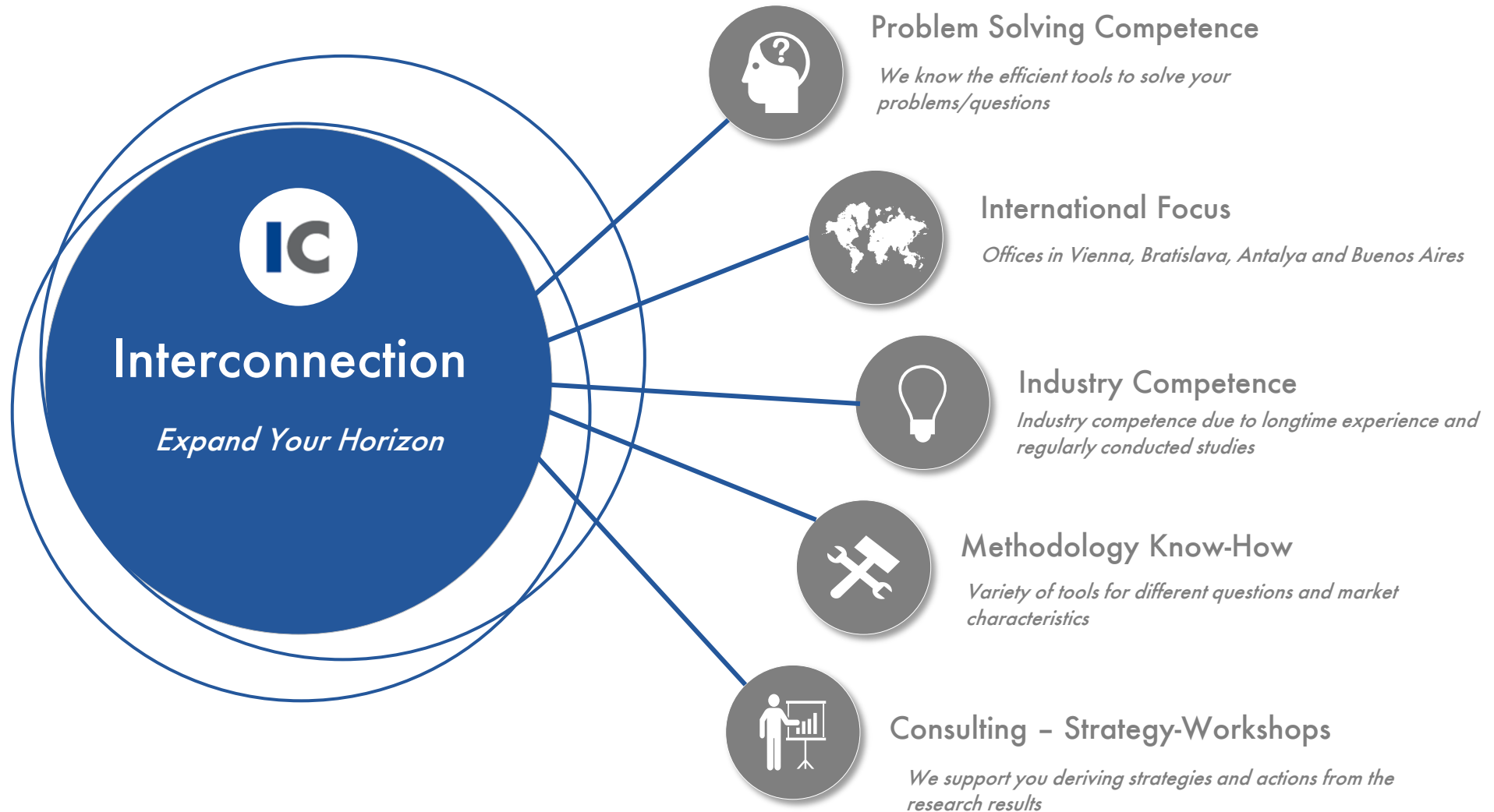
Selected References

"IC is a permanent partner of ours and provides helpful data for decisions."

Herr Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe





Our Market-Intelligence Tools



In case of any questions
please do not hesitate to contact us!

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we show you the way

Yes, we would like to order the IC Market Tracking® Sandwich Panels in Europe 2022

(Please, print out the order form and mark your desired products)

Please, choose from the available countries and package selection

- | | | |
|---|-----------------------------------|---|
| <input type="checkbox"/> Austria | <input type="checkbox"/> Italy | <input type="checkbox"/> 3 Countries Package*EUR 6.950,- |
| <input type="checkbox"/> Czech Republic | <input type="checkbox"/> Poland | |
| <input type="checkbox"/> France | <input type="checkbox"/> Slovakia | <input type="checkbox"/> 6 Countries Package*EUR 10.950,- |
| <input type="checkbox"/> Germany | <input type="checkbox"/> Spain | |
| <input type="checkbox"/> Hungary | <input type="checkbox"/> Turkey | <input type="checkbox"/> All Countries Package*EUR 19.950,- |

	Single Issue	Subscription *
25% price advantage		✓
IC Cockpit – Online Dashboard Solution	✓	✓
Interactive PDF	✓	✓
Full Flexibility – Within the sum of the subscription available country reports can be changed without any additional costs		✓
Web-Conference with the analyst free of charge		✓

Billing Address

Company: _____ Name: _____
 Address: _____ Country: _____
 VAT identification number: _____ E-mail: _____

Date	Name	Signature
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In case of interest in single issue (+25 %), please contact the responsible analyst.

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The price is the individual price for at least two orders of the study (order year and the following year). Price changes must be announced by Interconnection at least six weeks before 31st December. 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 extended by one more year. 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 a subscription.

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