



IC Market Tracking

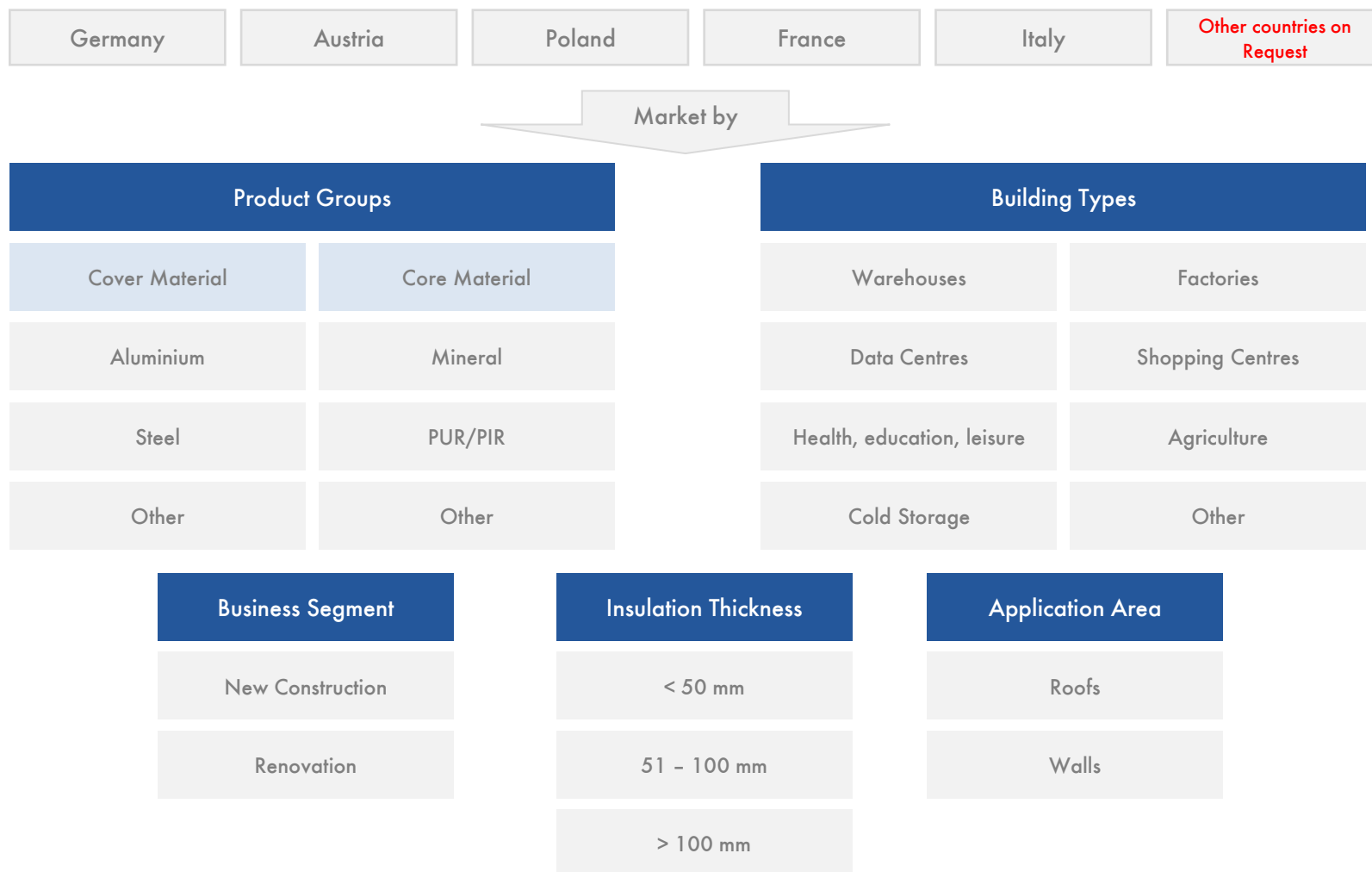
Sandwich Panels in Europe 2019

- Germany
- Austria
- France
- Italy
- Poland

- ✓ Overview of the development of the **total market** and **individual segments**.
- ✓ **Market Tracking** for all product segments for the upcoming three years, based on our econometric models and with respect to:
 - Total Market
 - Product Groups
 - Application Areas
 - Insulation Thickness
 - Business Segments
- ✓ Information about the most important **Factors of Influence**.
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.
- ✓ Pivot (excel tables) for all the mentioned segments suitable for interactive research.



IC Market Tracking® Sandwich Panels in Europe 2019



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

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

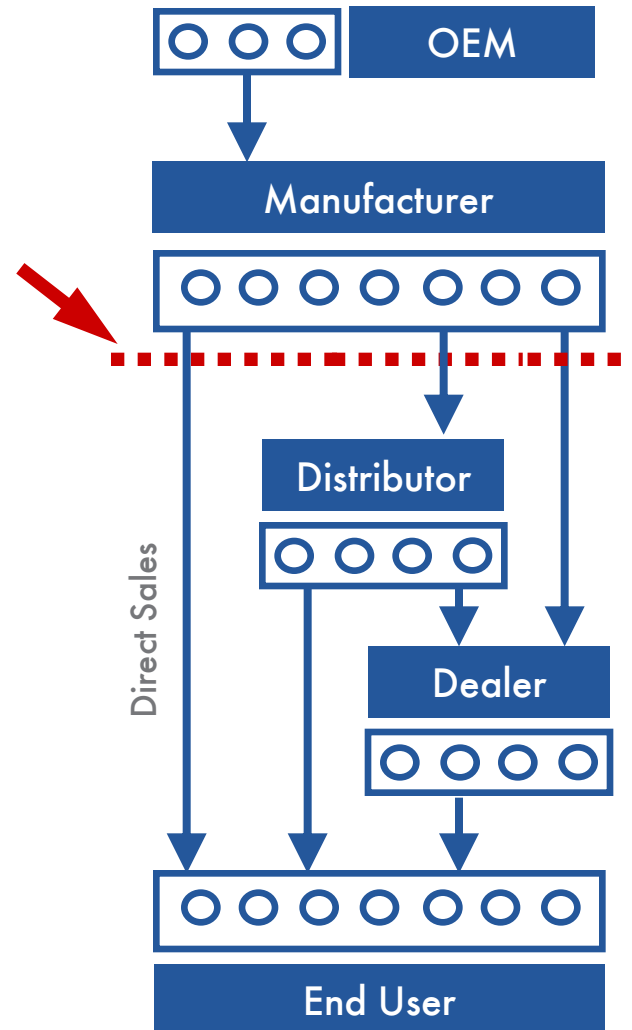


Business Segment	
New Construction	Sandwich panels used on newly erected buildings
Renovation	Sandwich panels used in the renovation of existing constructions
Building types	
Warehouses	Commercial storage facilities
Factories	Production halls of all kinds
Cold Storage	Cool store / cold store: large refrigerated rooms or buildings designed for storage of goods
Data Centres	Facilities used to house computer systems
Shopping Centres	Shopping malls of all types
Agriculture	Buildings with an agricultural purpose
Health, education, leisure	Hospitals, hospices, spas, schools and buildings of a related purpose
Other	All other building types, e.g. airports, train stations, trade show booths, residential dwellings etc.

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)

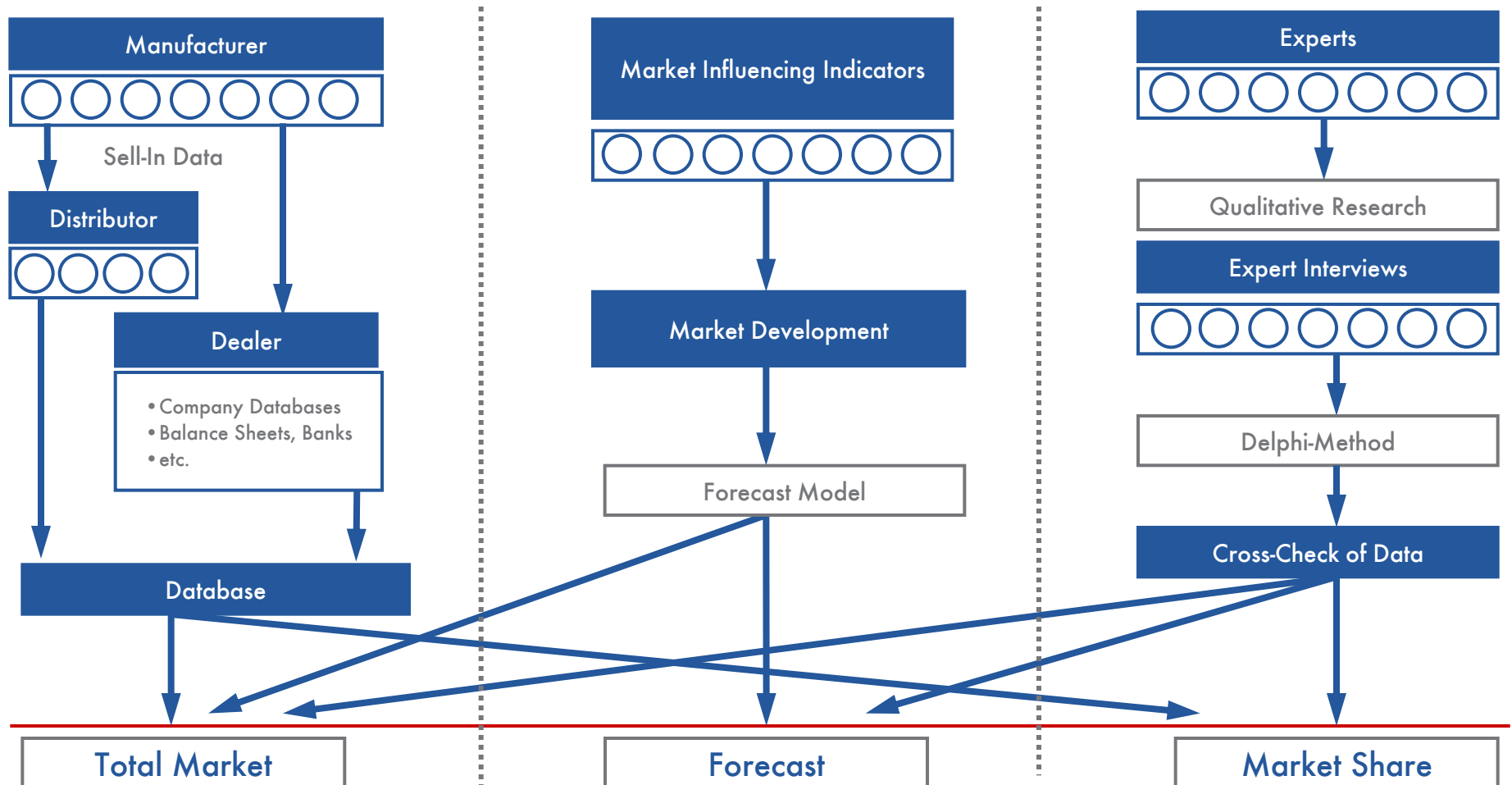
Sales are segmented by the first distribution partner.



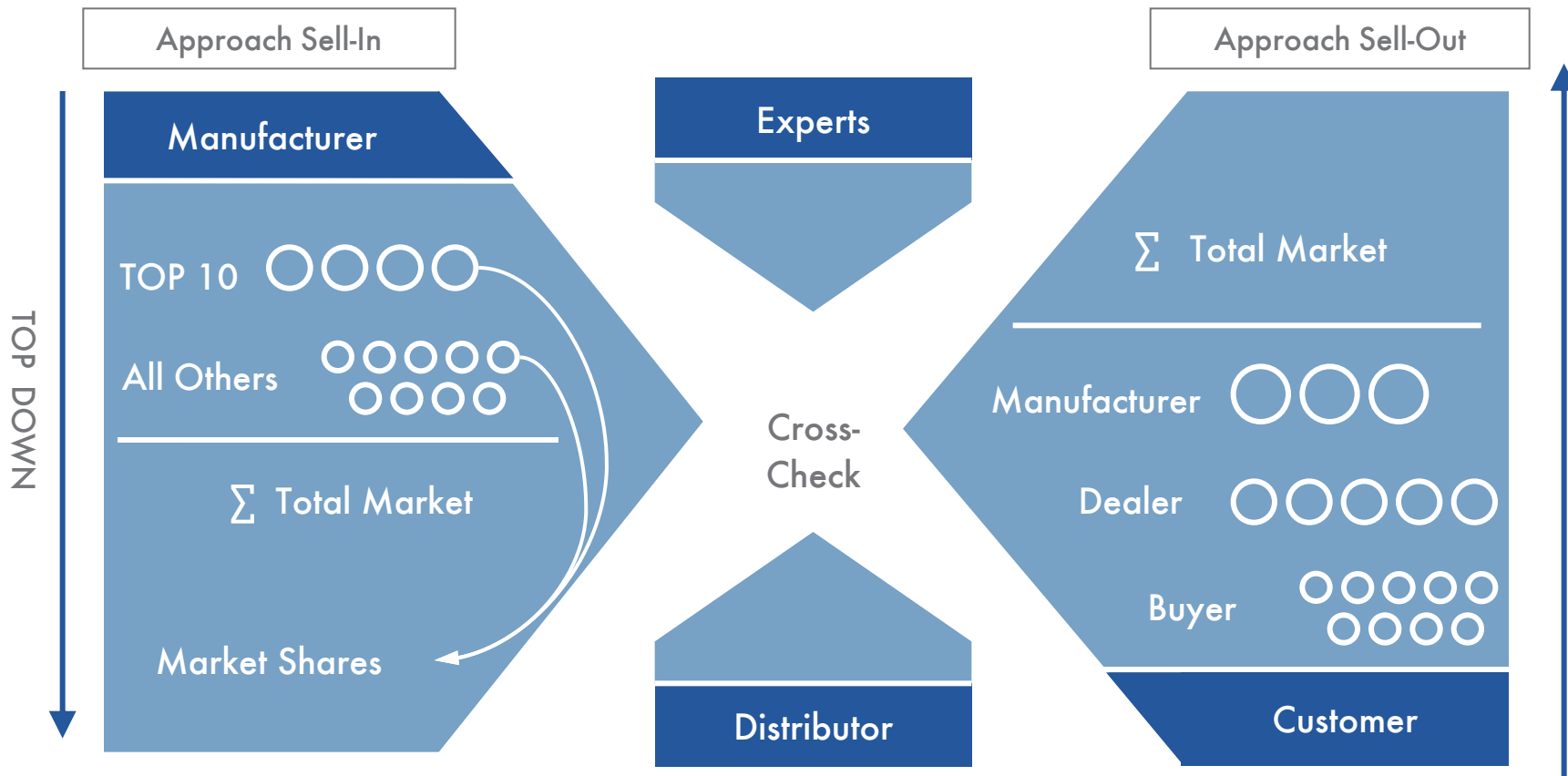
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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?



How Do We Cross Check the Data?



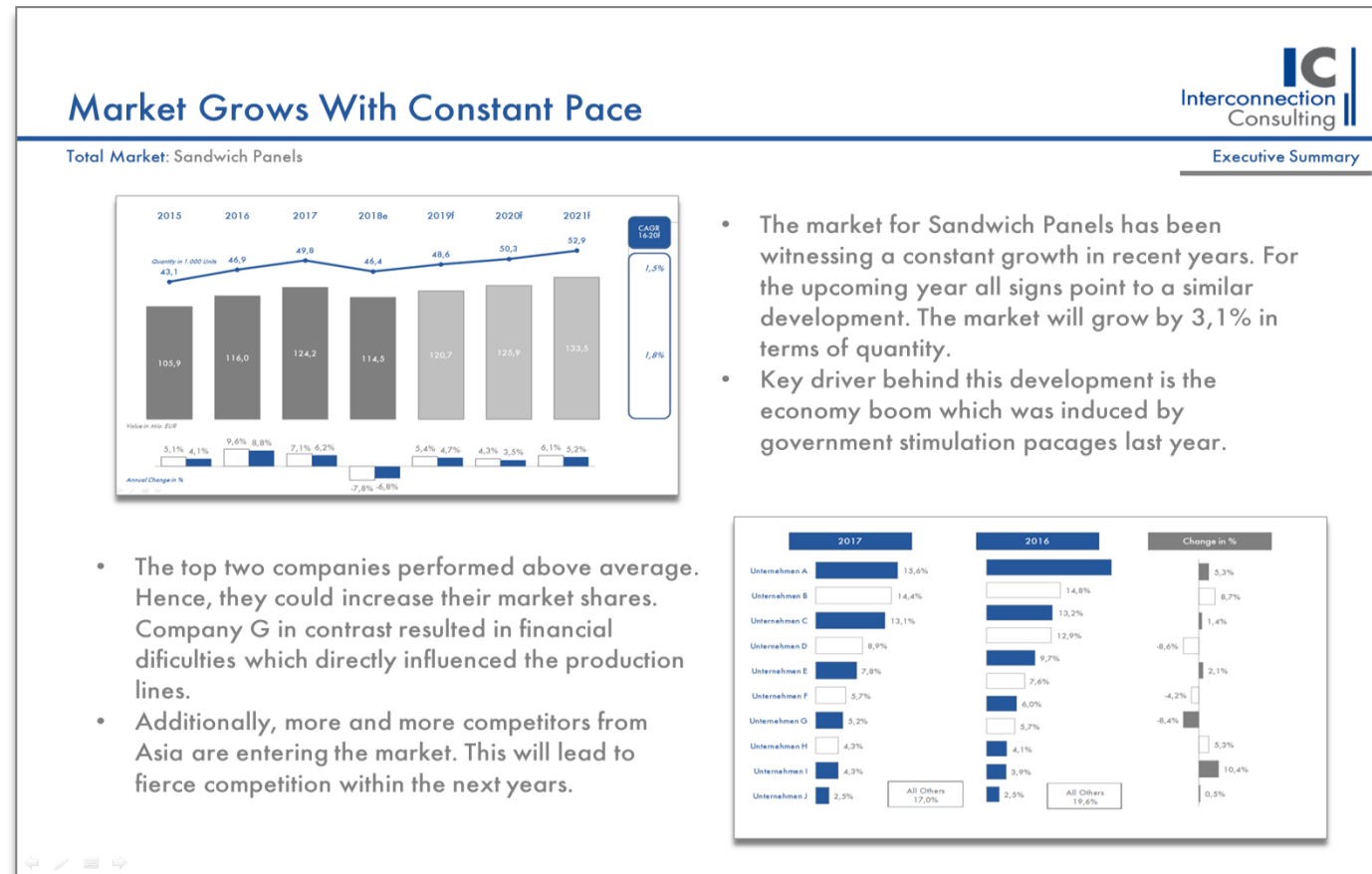
The IC Market Tracking® is modularly built and consists of the following sections:

Content

- 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.

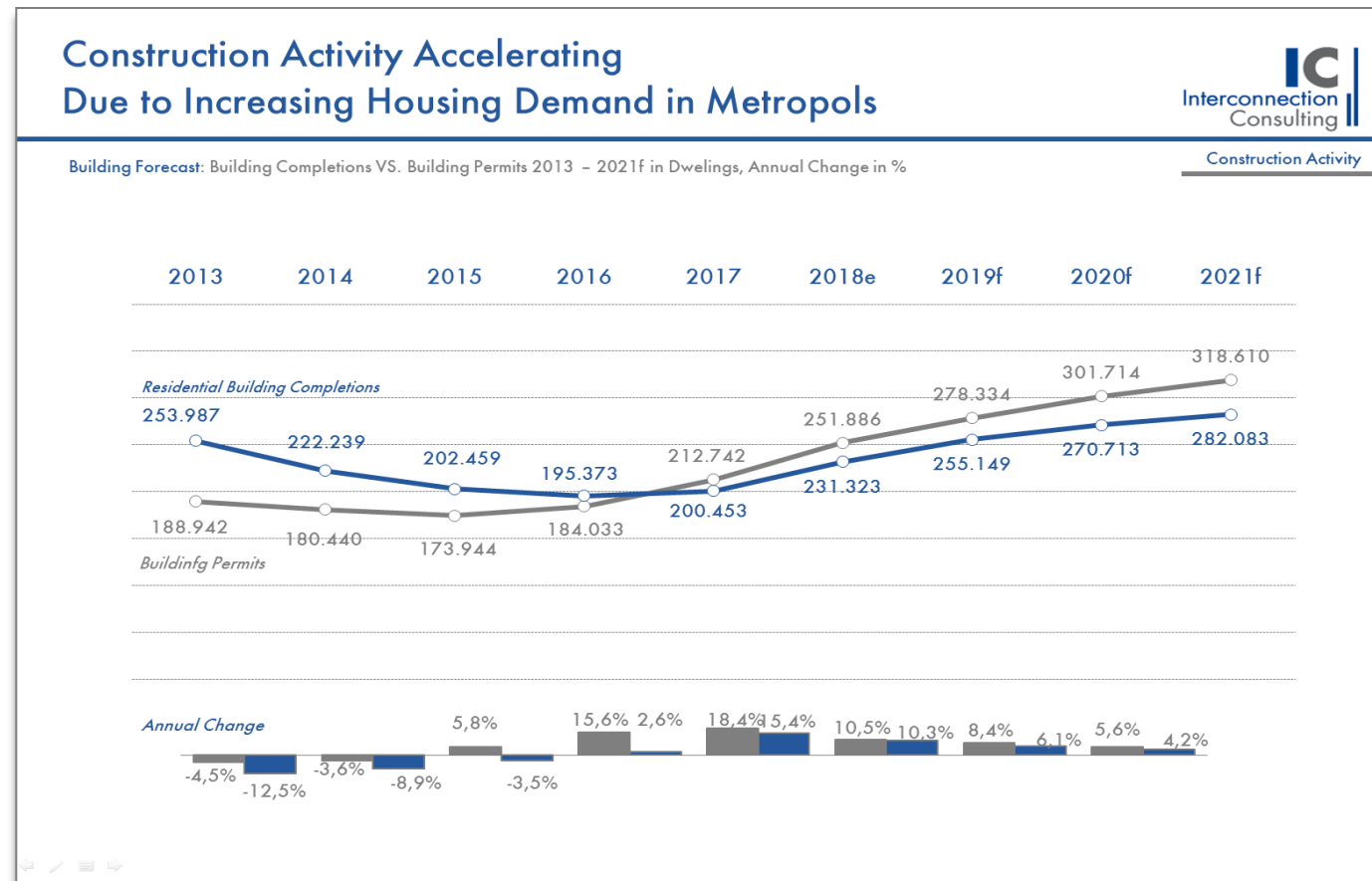
Executive Summary at the Beginning of the Report

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



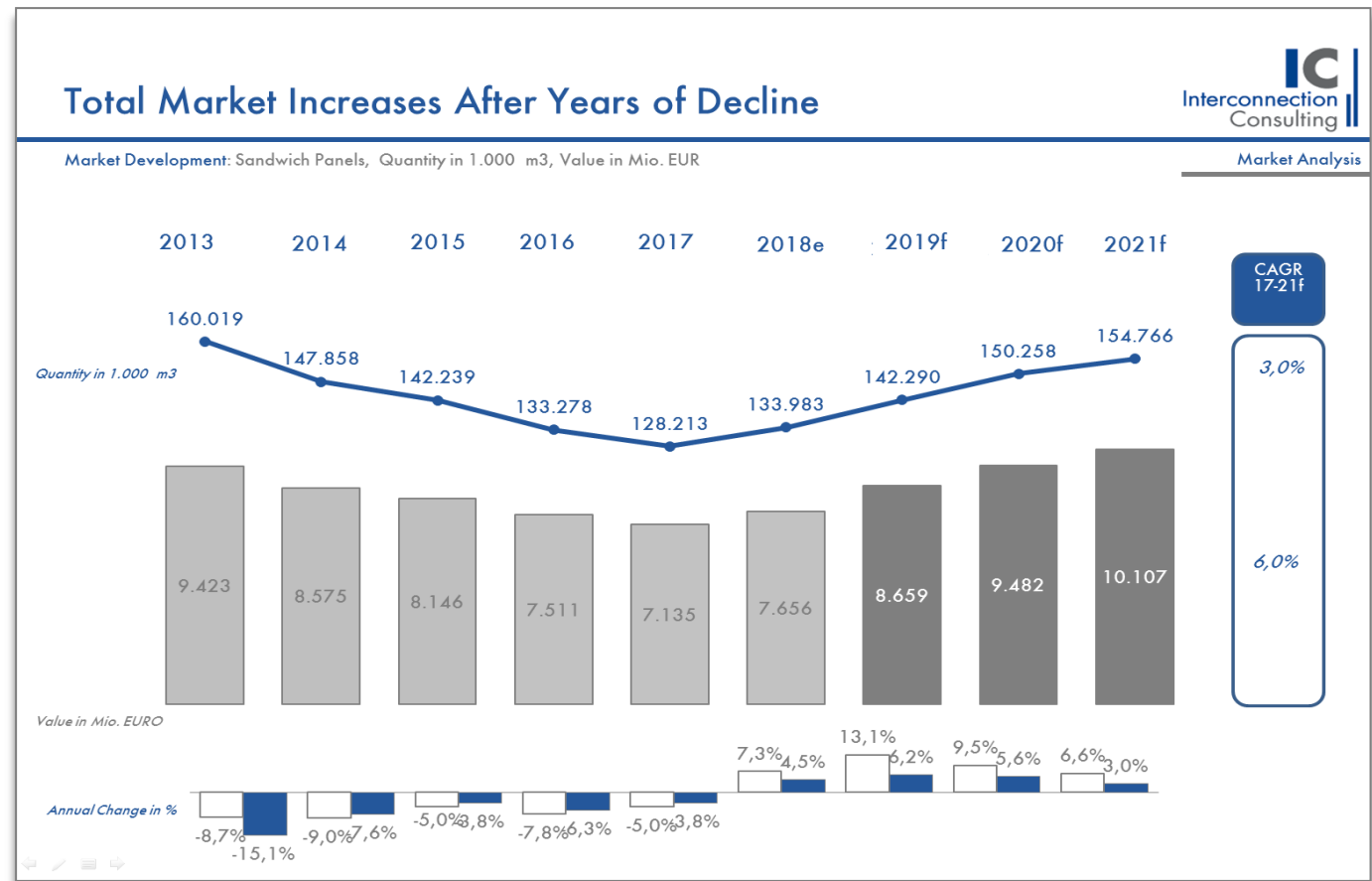
Market Environment Data of Our Forecasting Model

- 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 sample figures.*

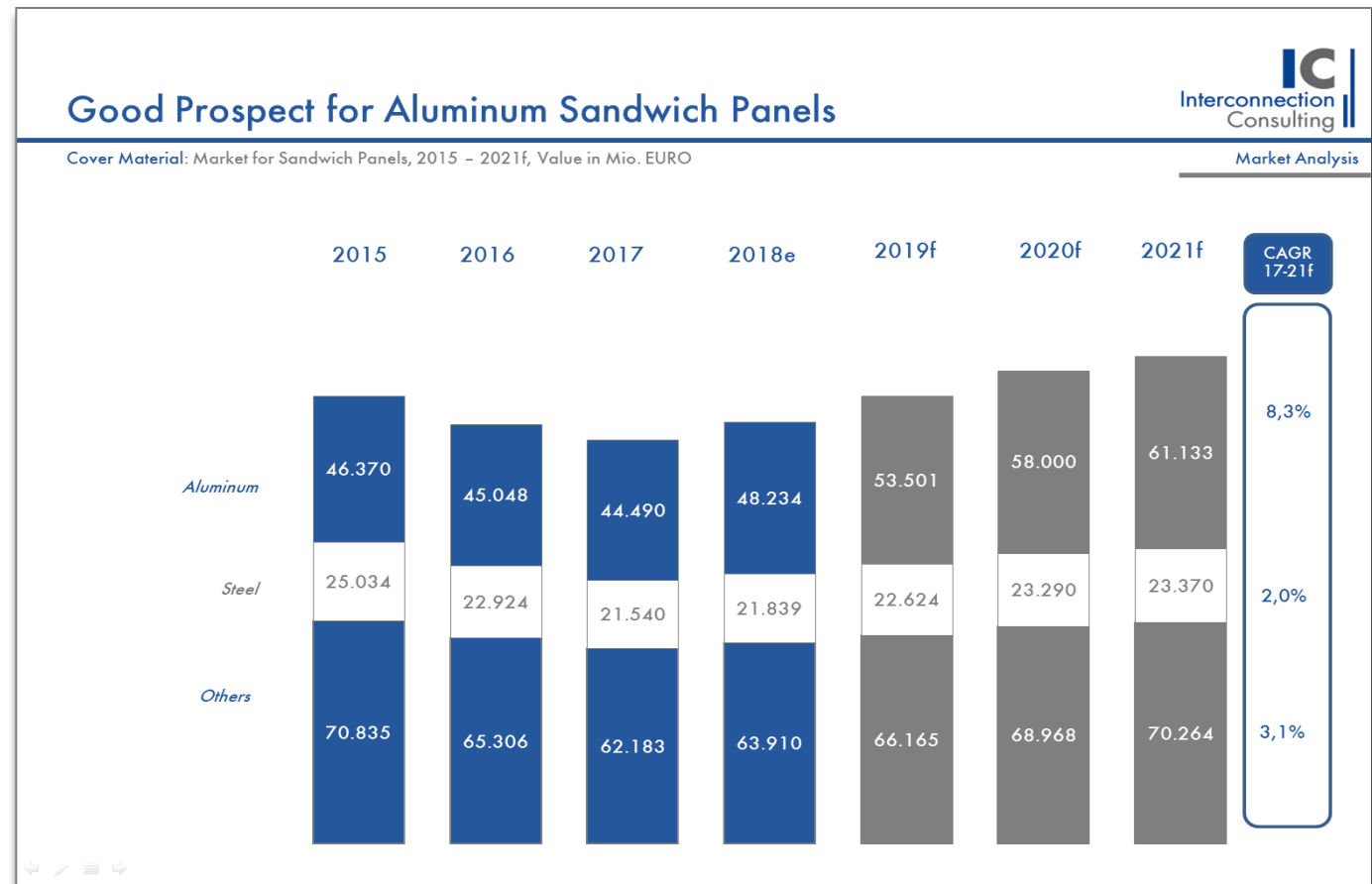


Total Market Development and Forecast

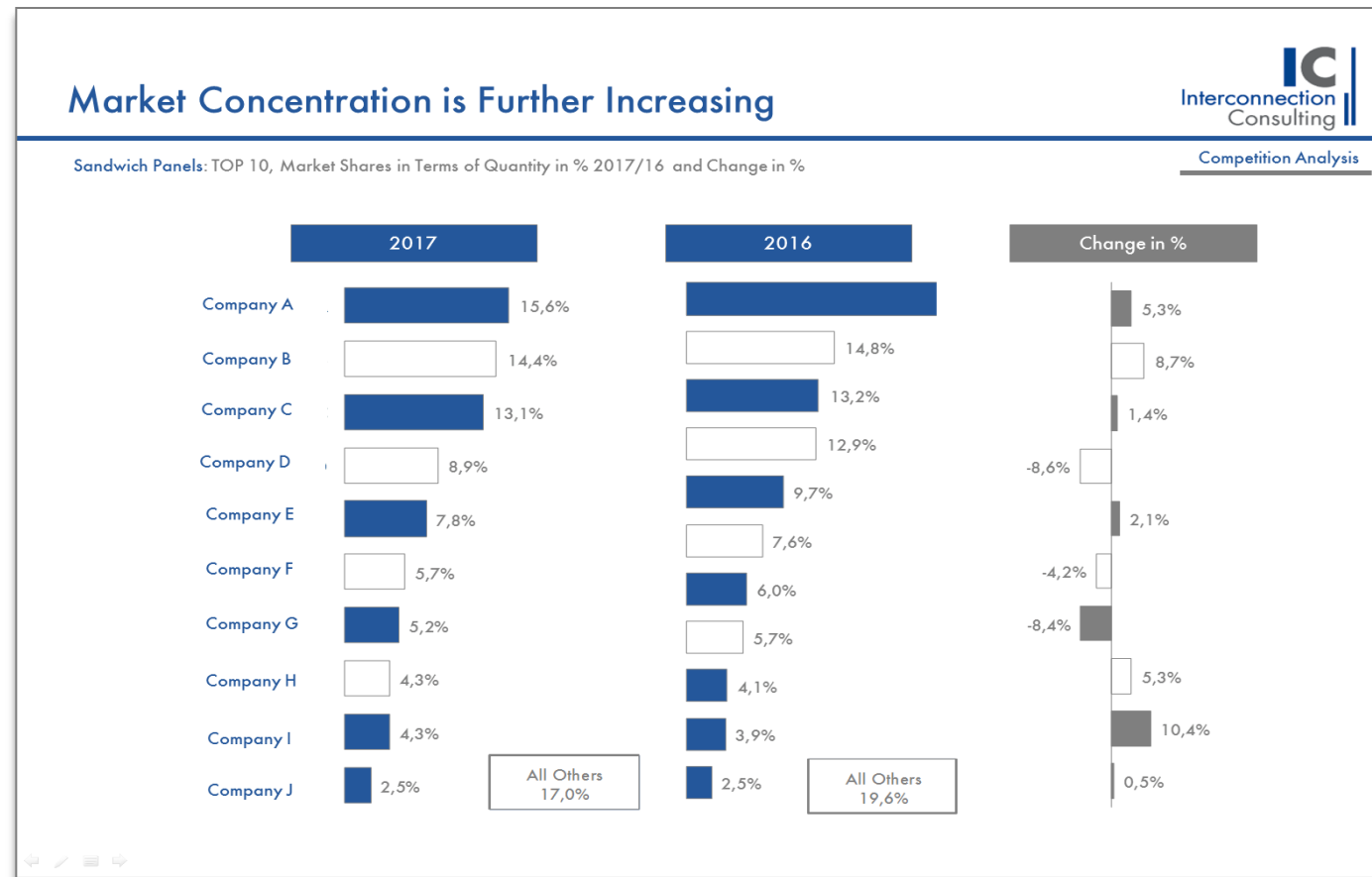
- Overview of the total market in terms of quantity and value
- Development until the current year and forecast for the upcoming three years
- *This chart shows dummy figures.*
- *Quantity will be shown in m²/Value in €*



- Overview of the Product Group Segmentation, Distribution Channels as well as a Forecast for the upcoming three years about their development.
- *This chart shows dummy figures.*



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



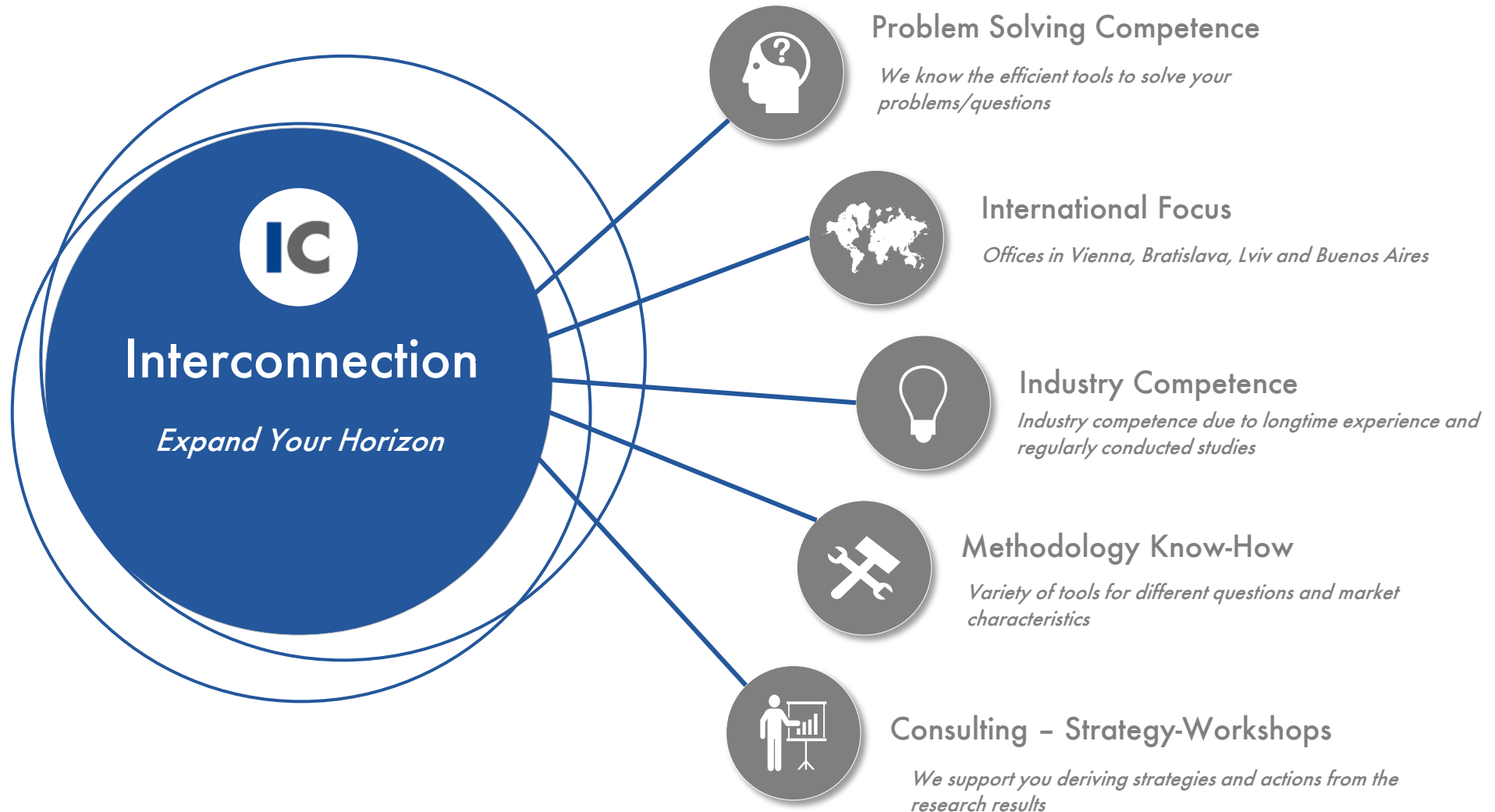
Investment Plan for Your Market Research

	Subscription*	Single Issue	Scale of Discounts
Single Region (Market Tracking)	€ 2,800-	+25% for Single Issues	€ 5.000 -5%
All Regions**	€ 12.600,-		€ 10.000 -10%
			€ 15.000 -15%
Available Regions	Germany	Austria	France
	Italy	Poland	Other countries on Request

* IC 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 extended by one more year. 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.

** Price taking into account the scale of discount
Price includes an interactive PDF Document. All prices shown exclude sales tax

*** For given regions market forecast is only available



Our Market-Intelligence Tools



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



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

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Yes, we would like to order the IC Report® Sandwich Panels in Europe 2019

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

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