



IC Market Forecast
**Curtain Wall Facades in
Europe 2018**

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Your Benefits at a Glance

- ✓ Overview of the development of the **total market** and the **individual Segments**.
- ✓ **Market Forecasts** for all product segments and regions for the upcoming three years, based on our econometric models.
- ✓ Awareness of **Market Development**:
 - Total Market
 - Regional Markets
 - Façade Types
 - Material Types and Business Segments
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.



Curtained Wall Facades 2018

Austria	Belgium	Czech R.	Denmark	Finland	France	Germany	Ireland	Italy	Luxemb.
Netherl.	Norway	Poland	Portugal	Russia	Spain	Slovakia	Switzerl.	Sweden	UK

Turkey



Materials	Facade Types			Insulation
Aluminium Glass	Element Facade	Post & Beam Facade	Window Ribbons	Double Glazing
Steel Glass	Single Skin Facade	Double Skin F.	Structural Glazing	Skylights
Other	Structural Glazing	Clamped	Clamped	Triple Glazing
	Clamped			

Customer Segment		
Industry	Commercial	Others Non residential
Office	Hospitality	Residential

Business Segment	
New Construction	Renovation

Total Market Analysis and Forecasts from 2015 – 2021f for all Segments

Materials

Aluminium Glas

Steel Glass

Other

Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No-List-Prices) discounts included. Quantity in 1.000 m²

Glass with Aluminium Fixing System

Glass with Steel Fixing System

Glass with Non-Aluminium or Steel fixing Systems (PVC, Wood, etc...)

Facade Types

Element Facade

Structural Glazing

Clamped

Post & Beam Facade

Structural Glazing

Clamped

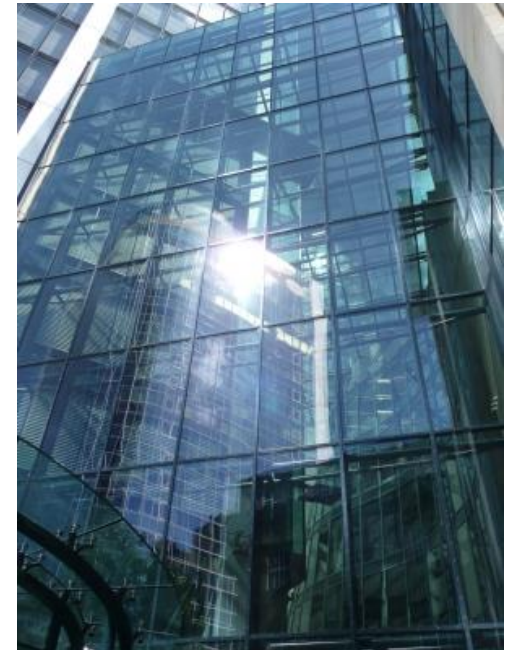
Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No-List-Prices) discounts included. Quantity in 1.000 m²

Curtained Wall Fixing System based on silicone sealant.

Other Type of Fixing Systems (Cap Systems, etc...)

Curtained Wall Fixing System based on silicone sealant.

Other Type of Fixing Systems (Cap Systems, etc...)



Not included: Conventional Facades, Rainscreen Cladding, Sandwich Elements

Insulation

Double Glazing

Glass Facades with two consecutively installed Glass Panels

Triple glazing

Glass Facades with three consecutively installed Glass Panels

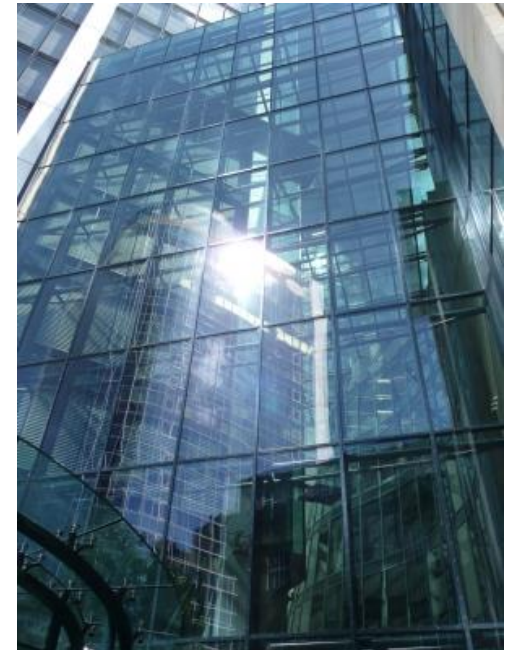
Business Segment

New Construction

Curtained Facades in newly built buildings

Renovation

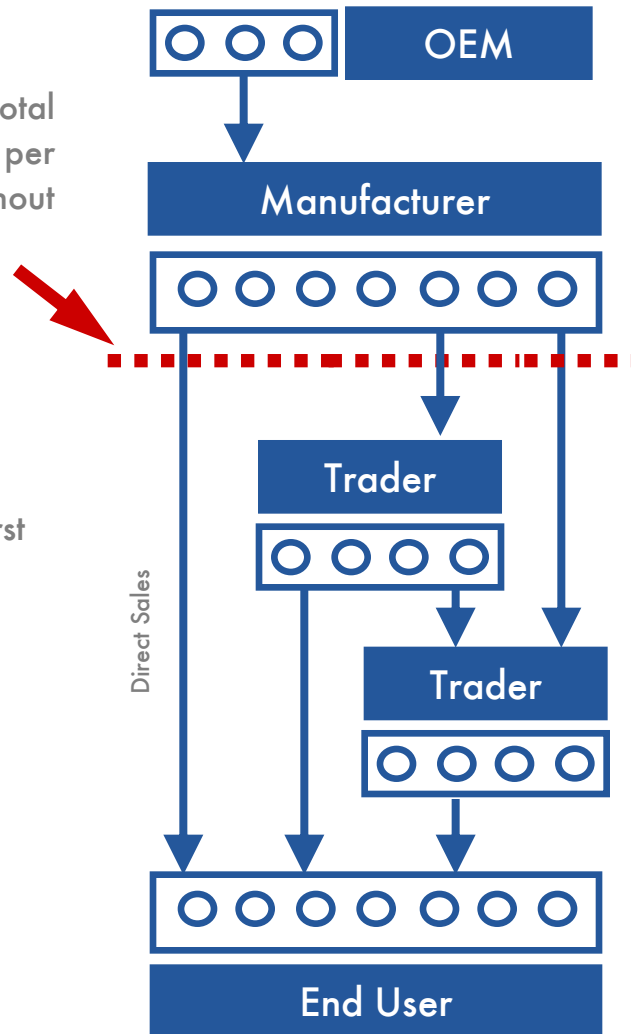
Renovation of the Building and installing new Facades



Customer Segment	
Hospitality	Buildings such as hospitals, restaurants, hotels, etc.
Commercial	Buildings mainly used for commerce, trade and related services, such as shopping centres, banks, etc.
Offices	Offices include buildings for administration
Industrial	Industrial buildings are designed to house industrial operations and provide the necessary conditions.
Others non residential	Other buildings comprise public, religious, amusement, sport, recreational and community buildings, non-residential farm buildings, etc
Residential	Residential buildings

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.



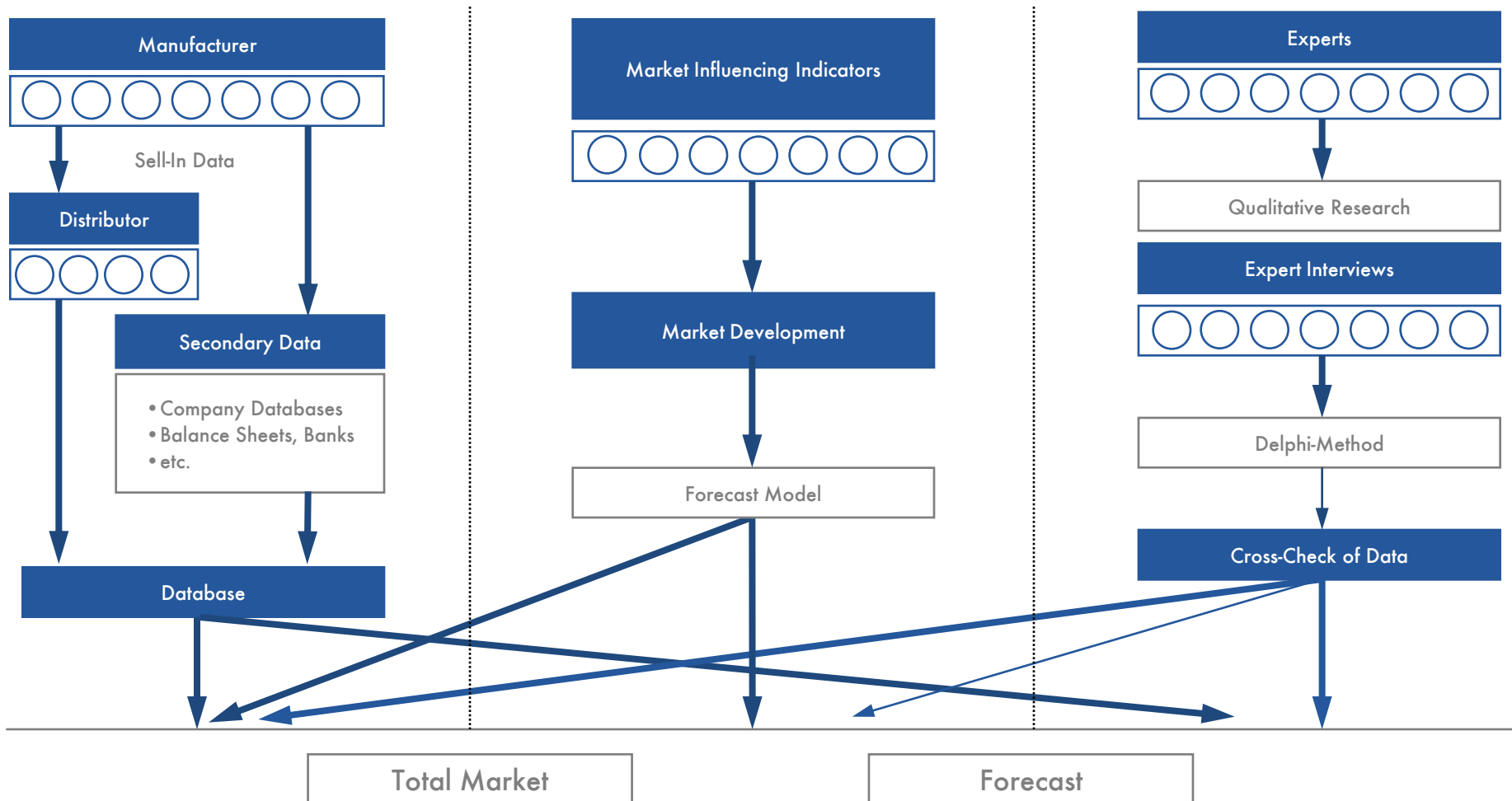
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology

Methodology



Curtain Wall Facades New Construction

Multiplication with...

In Consideration of...

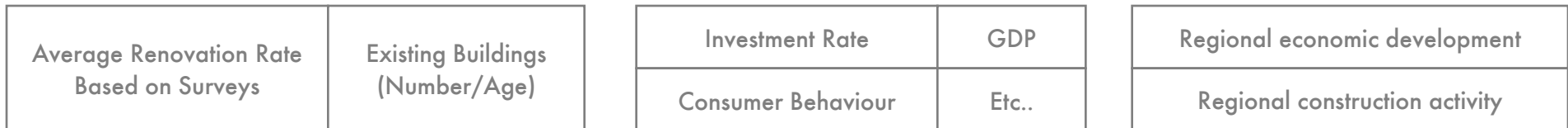


Curtain Wall Facades Renovation

Basis Data from two Sources

Annual change calculated based on economic indicators

Regional adaption through Geo-Marketing Data

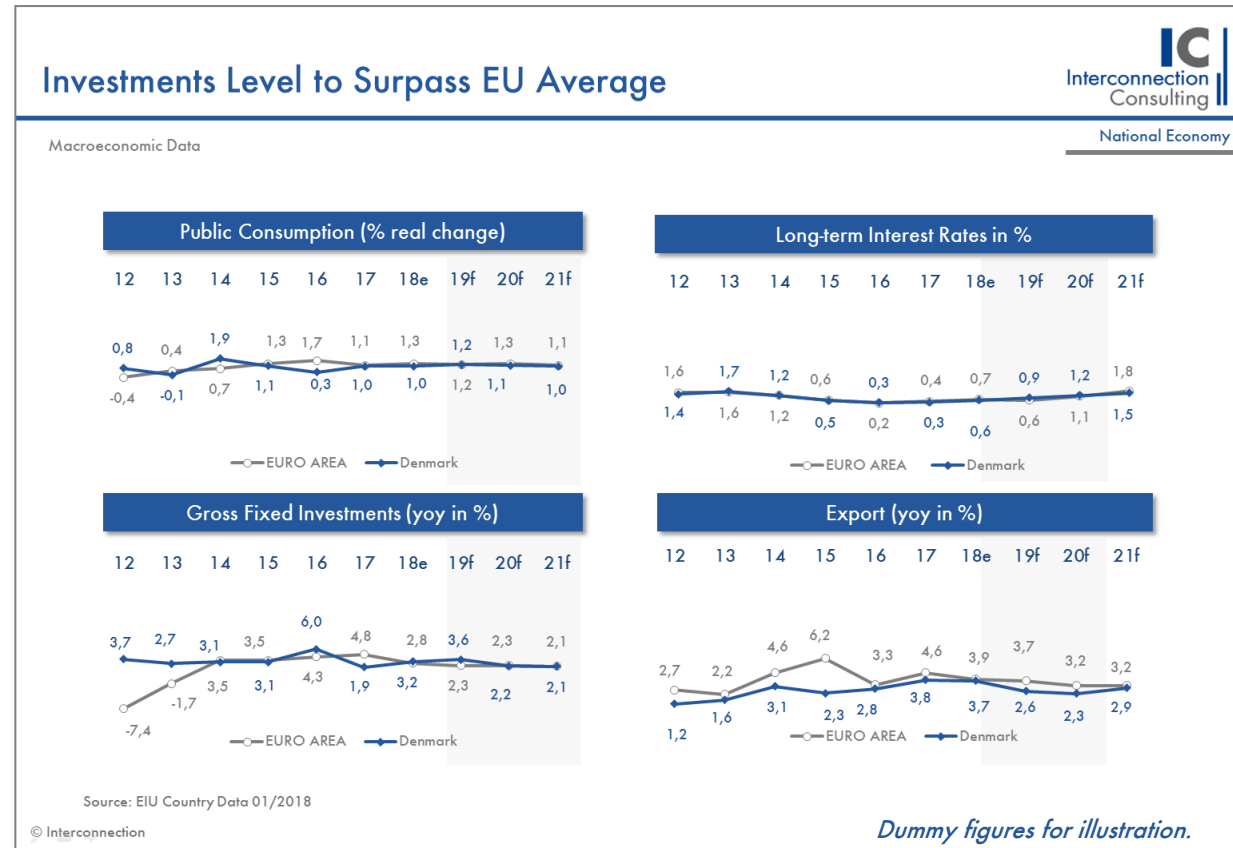


Contents of the IC Market Forecast® Curtain Wall Facades

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

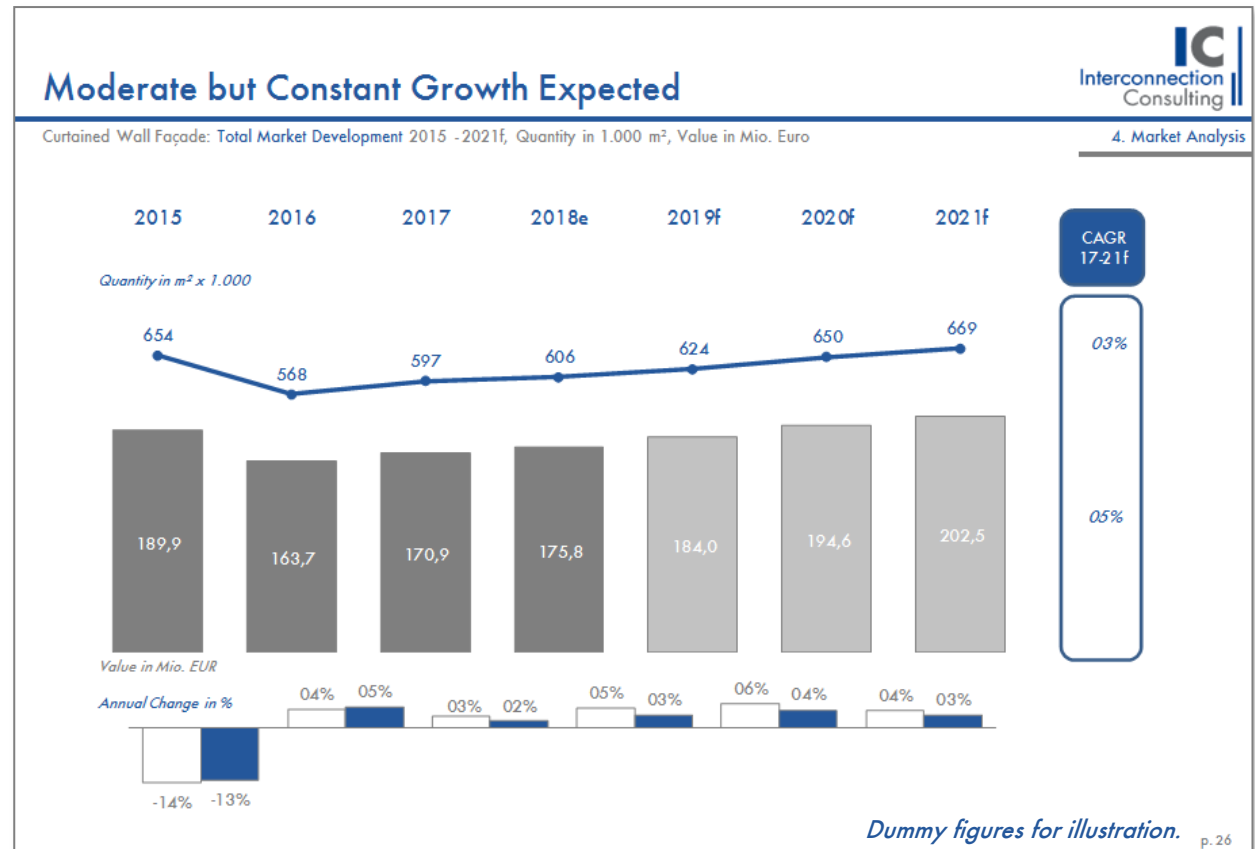
- The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market are analyzed in the **Economic Environment**: You will find the most important data on 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.
- Finally, all data are documented in the table section, also called **Facts & Figures**. Here you will find all absolute and relative sales figures of the top companies in order to check our results. Company profiles provide you with further practical information on the main companies in the market.

- Overview of the development of relevant micro- and macro economical market influencing factors for the total European Area as well as for separately examined regions.
- This sample chart shows dummy figures.*

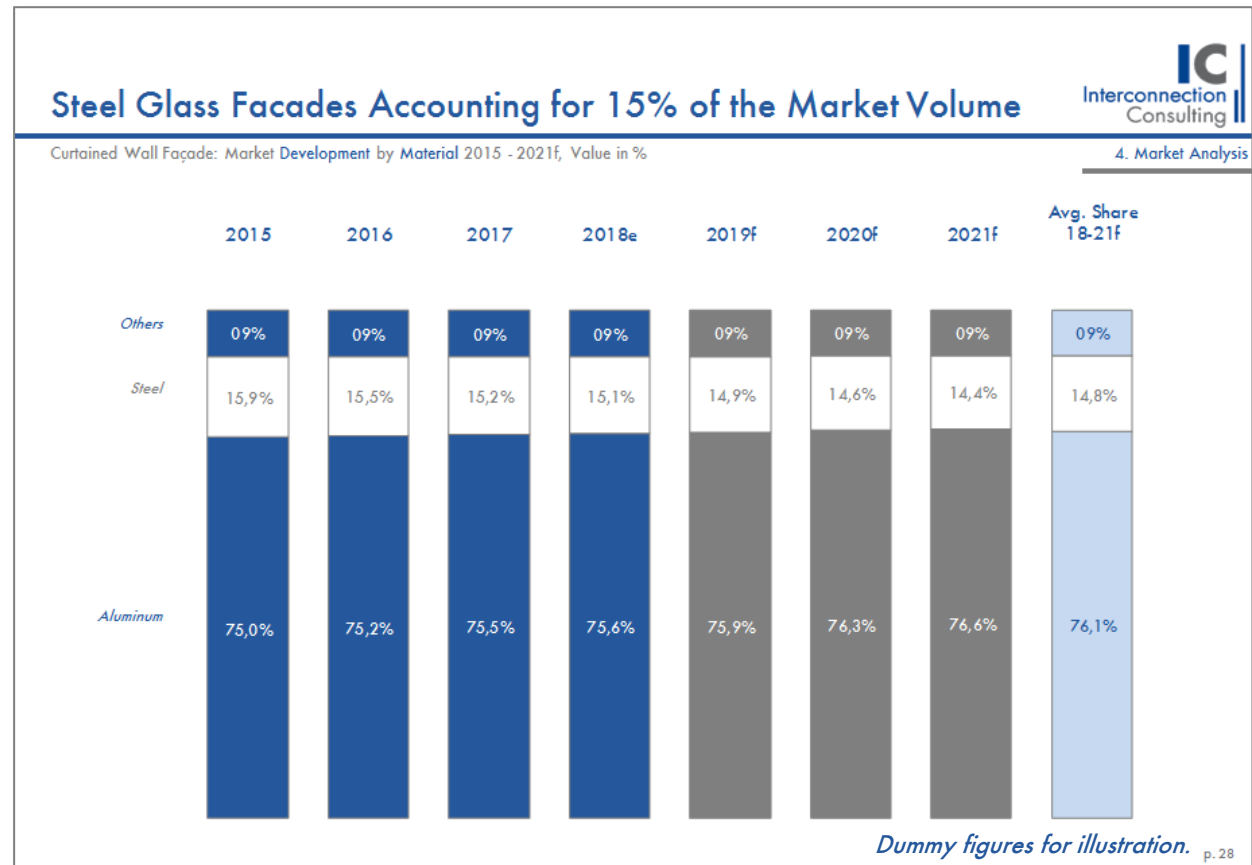


Total Market Development and Forecast

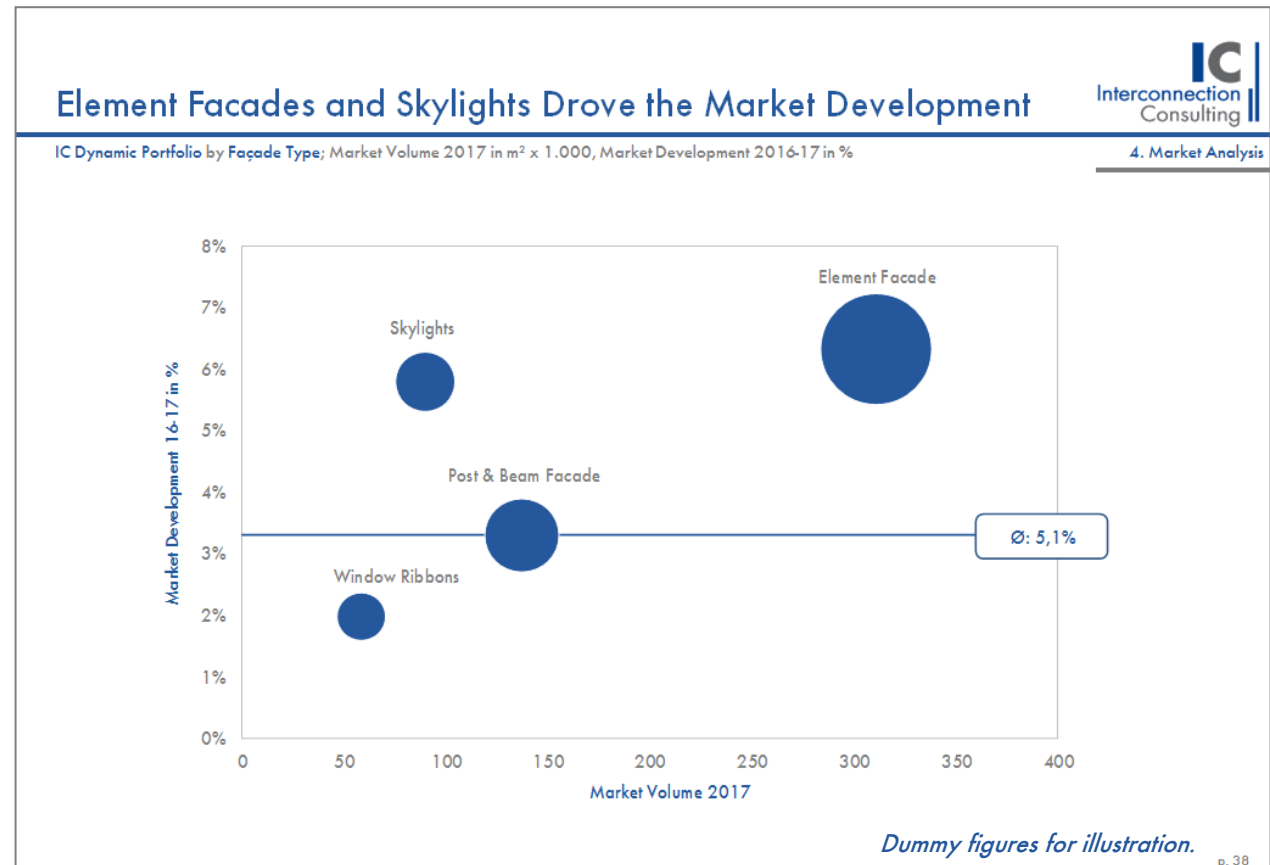
- Overview of the total market development in terms of value and quantity including forecasts for the next three years for all analyzed segments
- This chart shows dummy figures.*



- Overview of the distribution of material types, facade types, etc. as well as a forecast for the upcoming three years about their development.
- *This sample chart shows dummy figures.*



- Strategic analysis of the market potential for material types, facade types, etc.
- *This sample chart shows dummy figures.*



- Additionally to the visualised report a Pivot Table will be included
- With use of the analyse tool you can individually make selections of the available data to make comparisons of the development on years and segments by your own.

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

IC Market Forecast[®] Curtain Wall Facades in Europe 2018

	Subscription *	Single Issue	Scale of Discounts from a price of	
Single Country	€ 1,950.-	<i>+25% for Single Issues</i>	€ 5,000	-5%
Europe (excl. Russia)	€ 31,200.-		€ 10,000	-10%
Total (incl. Russia)	€ 32,760.-		€ 15,000	-15%
			€ 20,000	-20%

Available Countries	AUT	BEL	CZK	DEN	ESP	FIN	FRA	GER	IRL	ITA	
	LUX	NED	NOR	POL	POR	RUS	SWE	SUI	SVK	UK	TUR

* 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.

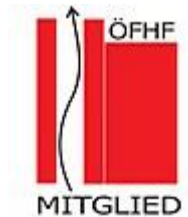
** Prices with regards of the scale of discounts.

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

Selected References of our Market Reports

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

Hr. Bernd Blümmers, Saint-Gobain Solar Systems





Problem Solving Competence

We know the efficient tools to solve your problems/questions

International Focus

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Industry competence due to longtime experience and regularly conducted studies

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Variety of tools for different questions and market characteristics

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We support you deriving strategies and actions from the research results

Our Market-Intelligence Tools



For further questions,
please do not hesitate to contact us!

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