



## IC Market Forecast Curtain Wall Facades in Europe 2019

Benefit	Page 03
Market Structure	Page 04
Methodology	Page 08
Content of the Report	Page 11
Examples	Page 12
Prices	Page 17
References	Page 18
Contact	Page 21
Order Form	Page 22

# 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 2019

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

Market by

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	Triple Glazing
Other	Structural Glazing		Clamped		
	Clamped				

Customer Segment			Business Segment	
Industry	Commercial	Others Non residential	New Construction	Renovation
Office	Hospitality	Residential		

Total Market Analysis and Forecasts from 2016 – 2022f for all Segments

# Definitions and Demarcations

## Materials

Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No-List-Prices) discounts included. Quantity in 1.000 m<sup>2</sup>

Aluminium Glas

Glass with Aluminium Fixing System

Steel Glass

Glass with Steel Fixing System

Other

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

## Facade Types

Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No-List-Prices) discounts included. Quantity in 1.000 m<sup>2</sup>

Element Facade

Structural Glazing

Curtained Wall Fixing System based on silicone sealant.

Clamped

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

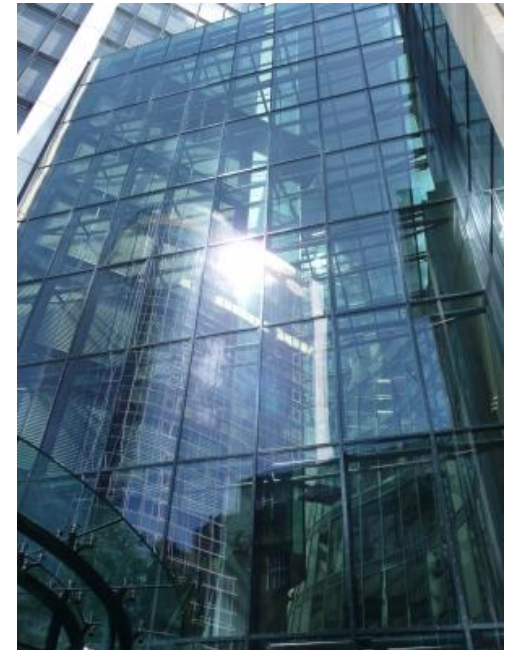
Post & Beam Facade

Structural Glazing

Curtained Wall Fixing System based on silicone sealant.

Clamped

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



Not included: Conventional Facades, Rainscreen Cladding, Sandwich Elements

# Definition and Demarcation

## Insulation

Double Glazing

Glass Facades with two consecutively installed Glass Panels

Triple glazing

Glass Facades with three consecutively installed Glass Panels

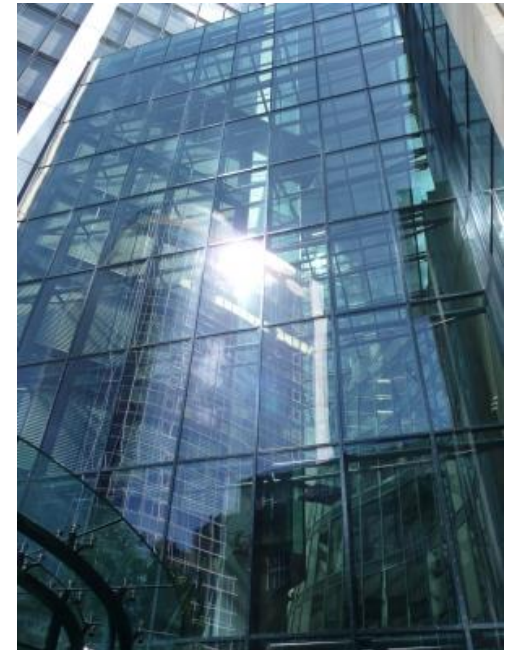
## Business Segment

New Construction

Curtained Facades in newly built buildings

Renovation

Renovation of the Building and installing new Facades

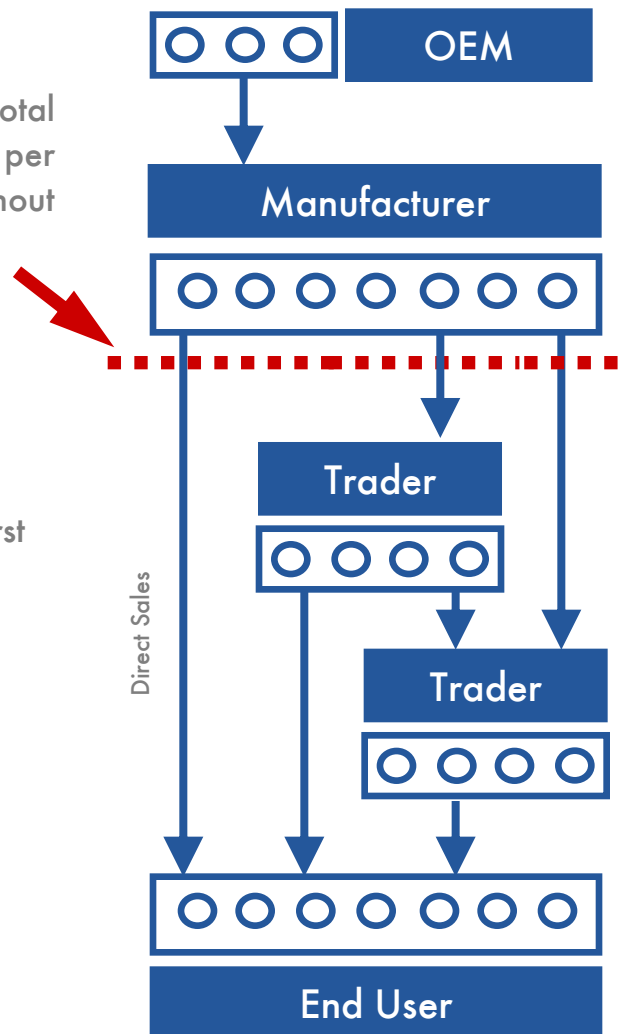


# Definition and Demarcation

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.

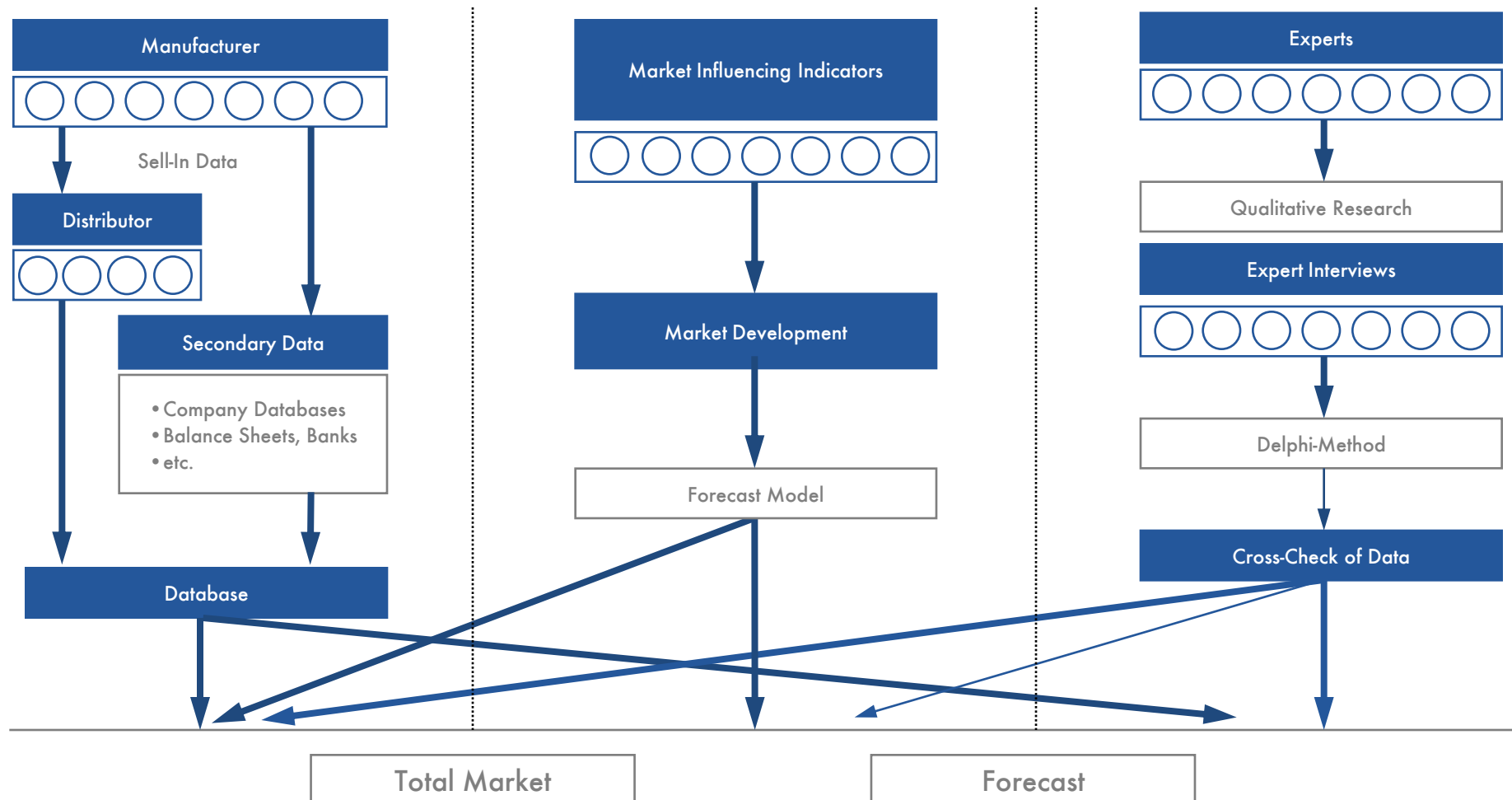
Interviews with distributors and specialised dealers act as a cross-check of the data. In addition, investigations of listings and average prices are carried out.



# Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology

Methodology

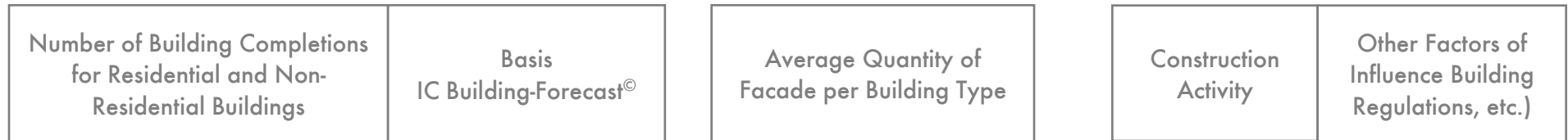


# Calculation and Forecasting Model

## Curtain Wall Facades New Construction

Multiplication with...

In Consideration of...

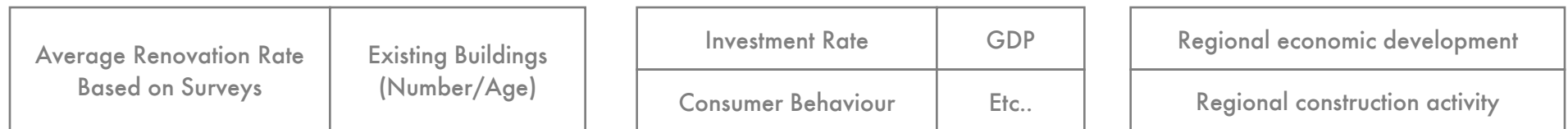


## Curtain Wall Facades Renovation

Basis Data from two Sources

Annual change calculated based on economic indicators

Regional adaption through Geo-Marketing Data



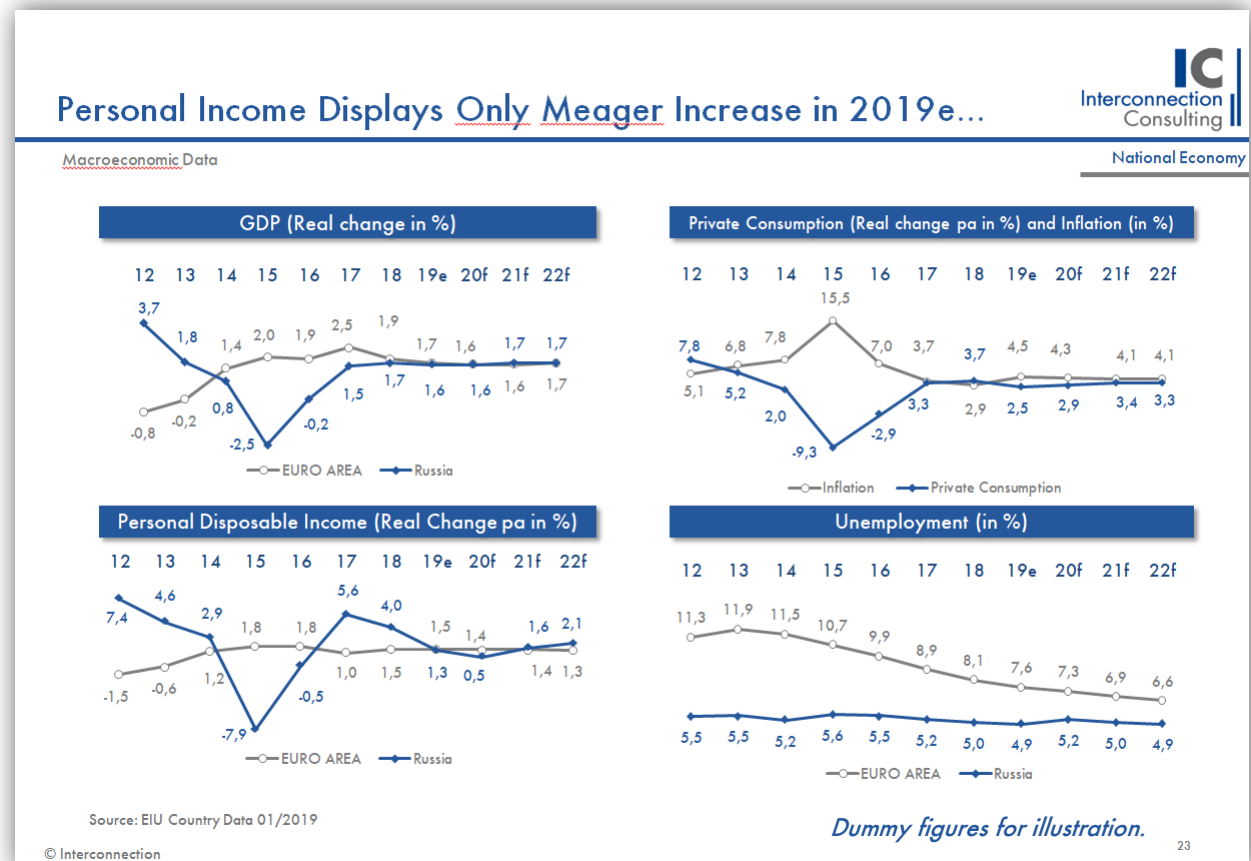
# Contents of the IC Market Forecast® Curtain Wall Facades

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

Content

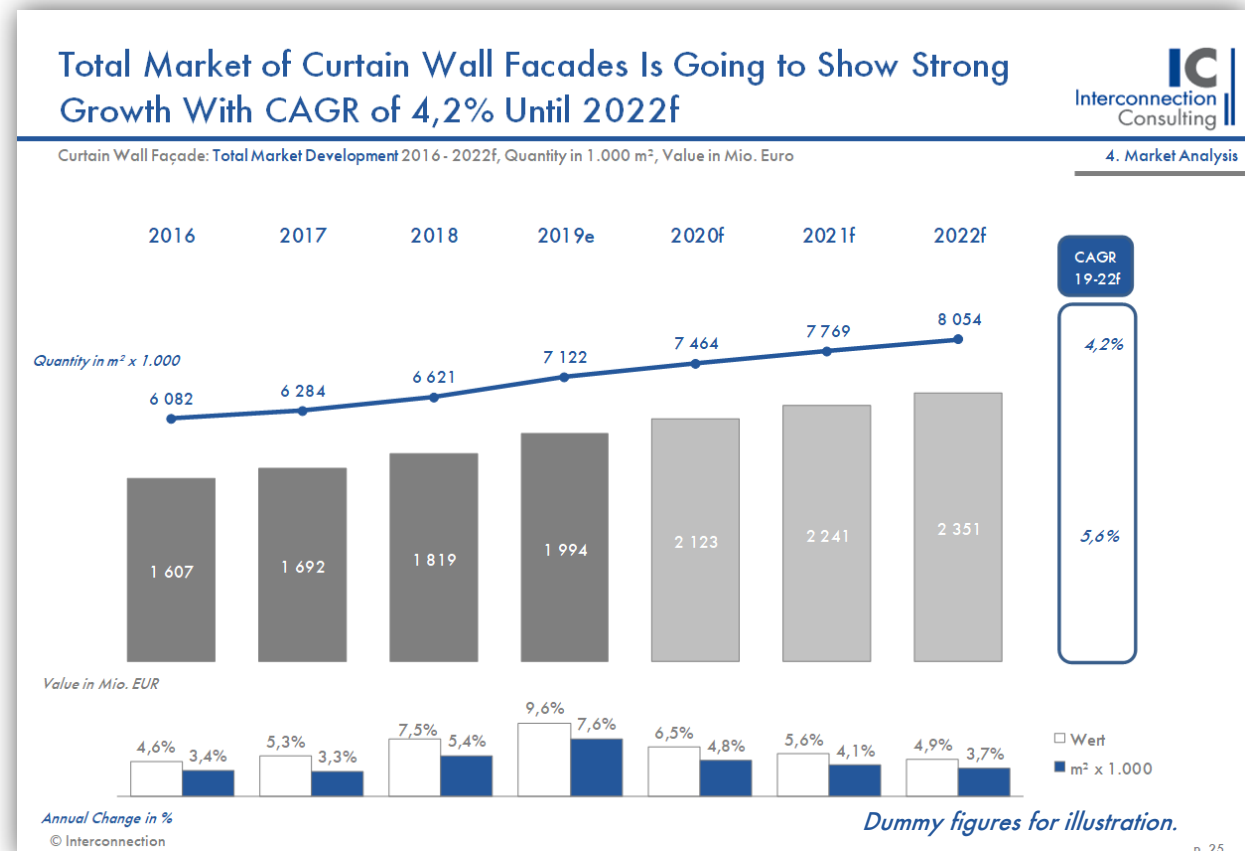
- The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market are 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.*



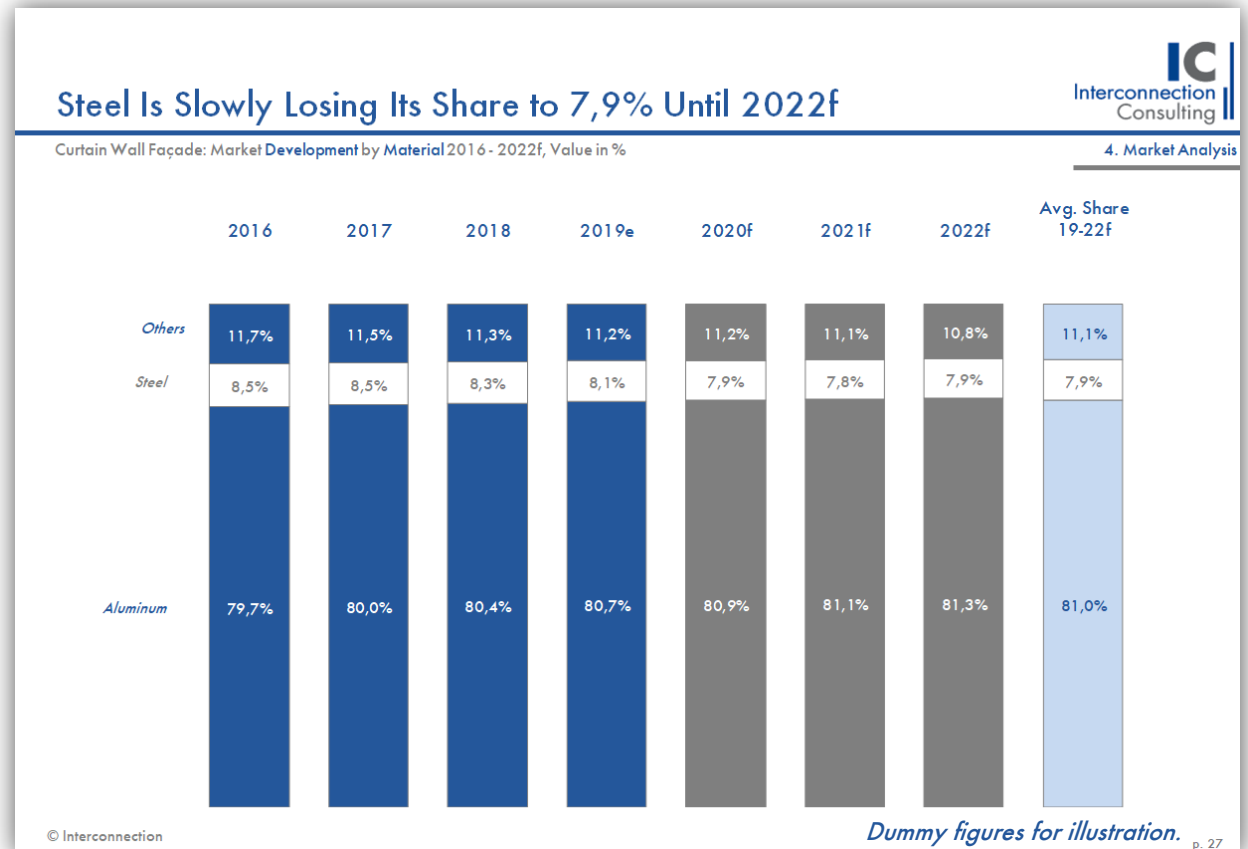
# Total Market Development and Forecast

- 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.*

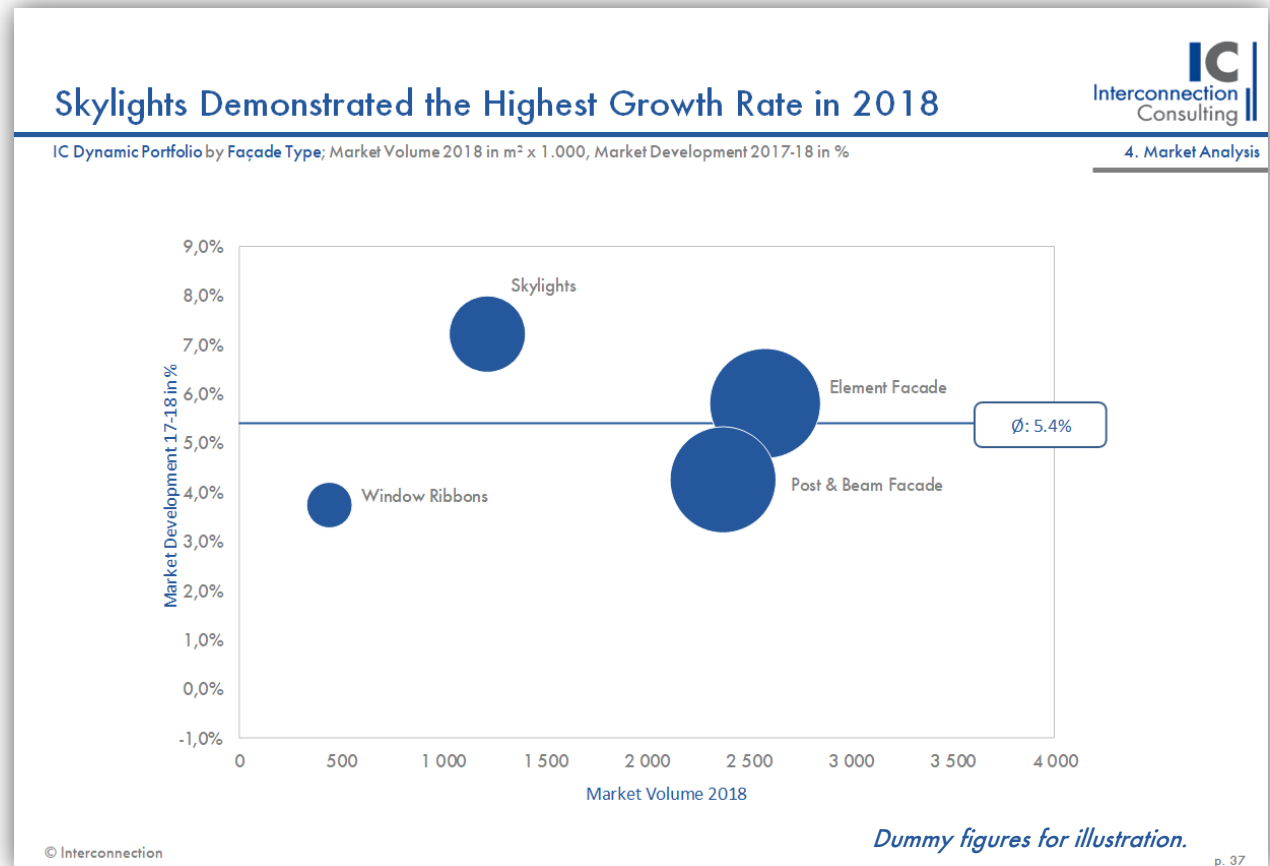


# Analysis of Trend for Materials, Customer Segments, etc.

- 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.*



# IC Cockpit-Solution

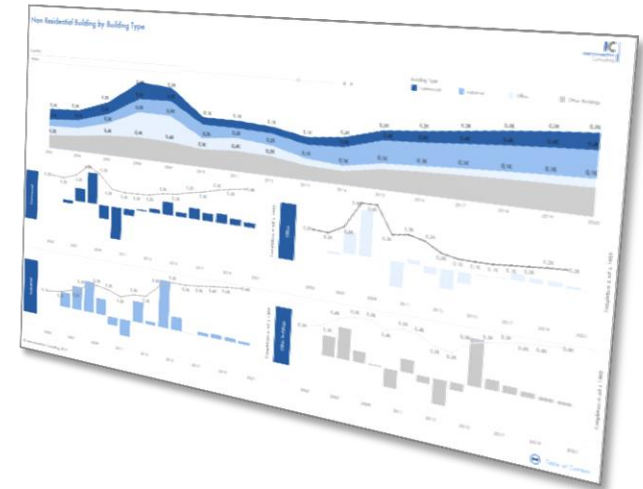
## Online Tool with Interactive Dashboards Presenting the Data

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  
accessability

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

*Software license costs are EUR 600,- in case of purchase of one country report. Software license costs are included when more than one country report are purchased.*



# IC Market Forecast® Curtain Wall Facades in Europe 2019

	Subscription *	Single Issue	Scale of Discounts	
Single Country	€ 1,950.-	+25% for Single Issues	€ 5.000	-5%
Europe (excl. Russia) **	€ 32,760.-		€ 10.000	-10%
Total (incl. Russia) **	€ 34,320.-		€ 15.000	-15%
			€ 20.000	-20%

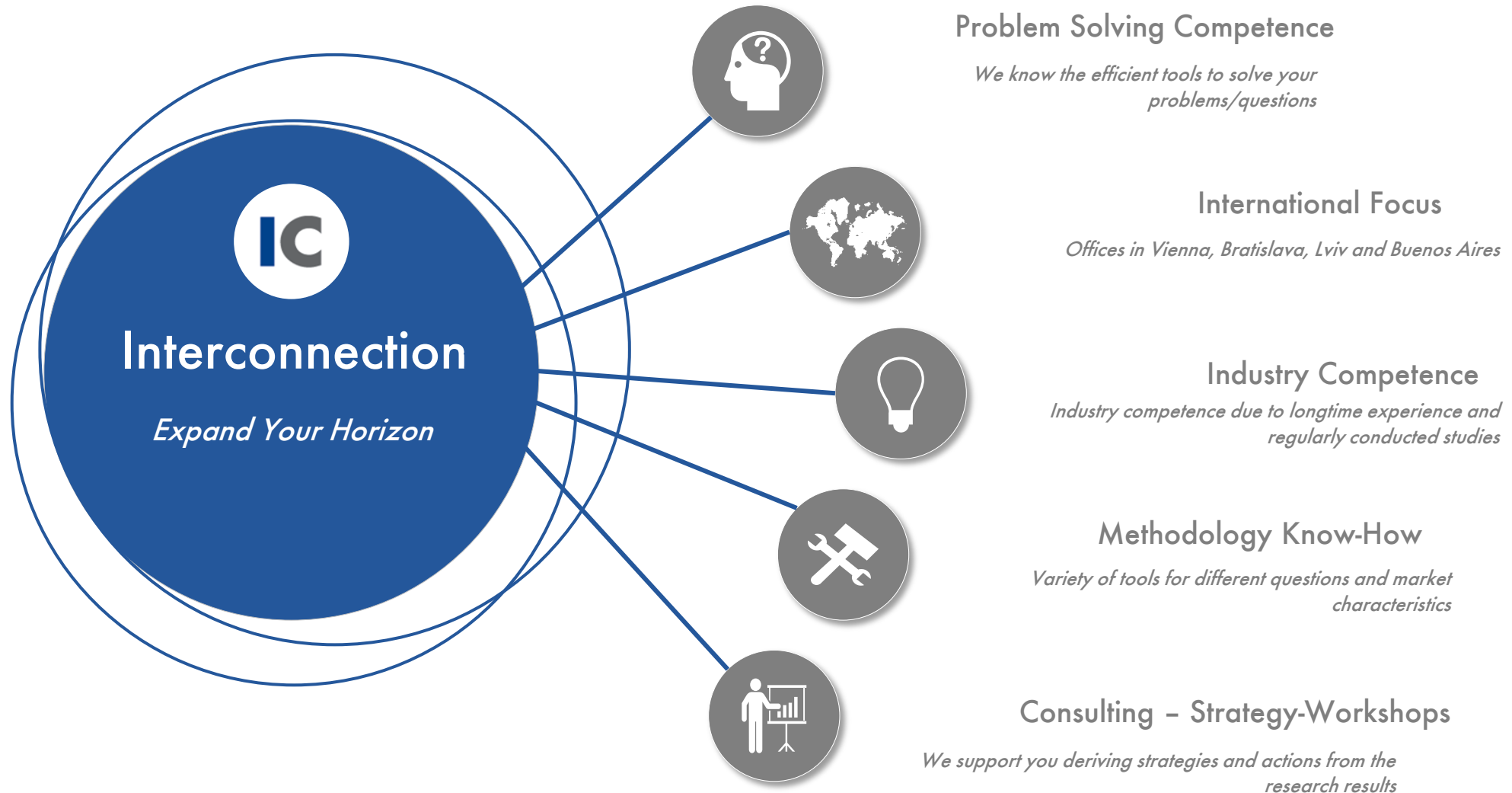
  

Available Countries	AUT	BEL	CZK	DEN	ESP	FIN	FRA	GER	IRL	ITA	GRE
	LUX	NED	NOR	POL	POR	RUS	SWE	SUI	SVK	UK	TUR

\* **Subscription:** 20% 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.

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

Price includes an interactive PDF Document. All prices shown exclude sales tax.



# Our Market-Intelligence Tools



# 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



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

**Interconnection Consulting**  
Getreidemarkt 1, A-1060 Wien

Ernst Rumpeltes – Head of Market Intelligence

Tel: +38 0 3226124 -11

Fax: +43 1 5854623 -30

[smolskyi@interconnectionconsulting.com](mailto:smolskyi@interconnectionconsulting.com)

Dr. Frederik Lehner – Managing Director

Tel: +43 1 5854623 -11

Fax: +43 1 5854623 -30

[lehner@interconnectionconsulting.com](mailto:lehner@interconnectionconsulting.com)

Interconnection Consulting | Vienna • Oberstdorf • Lviv  
• Bratislava

[www.interconnectionconsulting.com](http://www.interconnectionconsulting.com)



we show you the way

## Yes, we would like to order the IC Report Type® Report Title

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

Please choose from the available countries

- |   |                                      |                                      |
|---|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Austria        | <input type="checkbox"/> Ireland     | <input type="checkbox"/> Spain       |
| <input type="checkbox"/> Belgium        | <input type="checkbox"/> Italy       | <input type="checkbox"/> Slovakia    |
| <input type="checkbox"/> Czech Republic | <input type="checkbox"/> Luxembourg  | <input type="checkbox"/> Switzerland |
| <input type="checkbox"/> Denmark        | <input type="checkbox"/> Netherlands | <input type="checkbox"/> Sweden      |
| <input type="checkbox"/> Finland        | <input type="checkbox"/> Norway      | <input type="checkbox"/> UK          |
| <input type="checkbox"/> France         | <input type="checkbox"/> Poland      | <input type="checkbox"/> Turkey      |
| <input type="checkbox"/> Germany        | <input type="checkbox"/> Portugal    |                                      |
| <input type="checkbox"/> Greece         | <input type="checkbox"/> Russia      |                                      |

☐ Subscription\* ..... EUR 1,950.- / Country

☐ Single Issue ..... EUR 2,438.- / Country

	Single Issue	Subscription*
20% 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: (please fill in the data completely)

Company: \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Post Code/Zip: \_\_\_\_\_  
Country: \_\_\_\_\_  
VAT identification number: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

### Delivery Address: (necessary if different from the billing address )

Company: \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Post Code/Zip: \_\_\_\_\_  
Country: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

Date

Name

Signature

**\*Subscription:**

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 31<sup>st</sup> December. The subscription can be cancelled after two purchases of the study, but not later than 31<sup>st</sup> 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.

**Terms of Payment**

Payable after receipt of invoice without discount or via Credit Card. General terms of business apply, as agreed; any disputes arising will be settled before a competent Vienna court of law. We claim copyright protection for the work. Distribution to third parties, duplication, publication or revision, even in part, is not permitted. In case of violation the company or persons placing the order agree to pay a contract penalty of one hundred thousand Euros in each case. All prices shown exclude sales tax. Interconnection reserves the right to use the clients logo as reference until revocation.

**Scale of discounts**

from 5,000.- EUR	5%
from 10,000.- EUR	10%
from 15,000.- EUR	15%
from 20,000.- EUR	20%