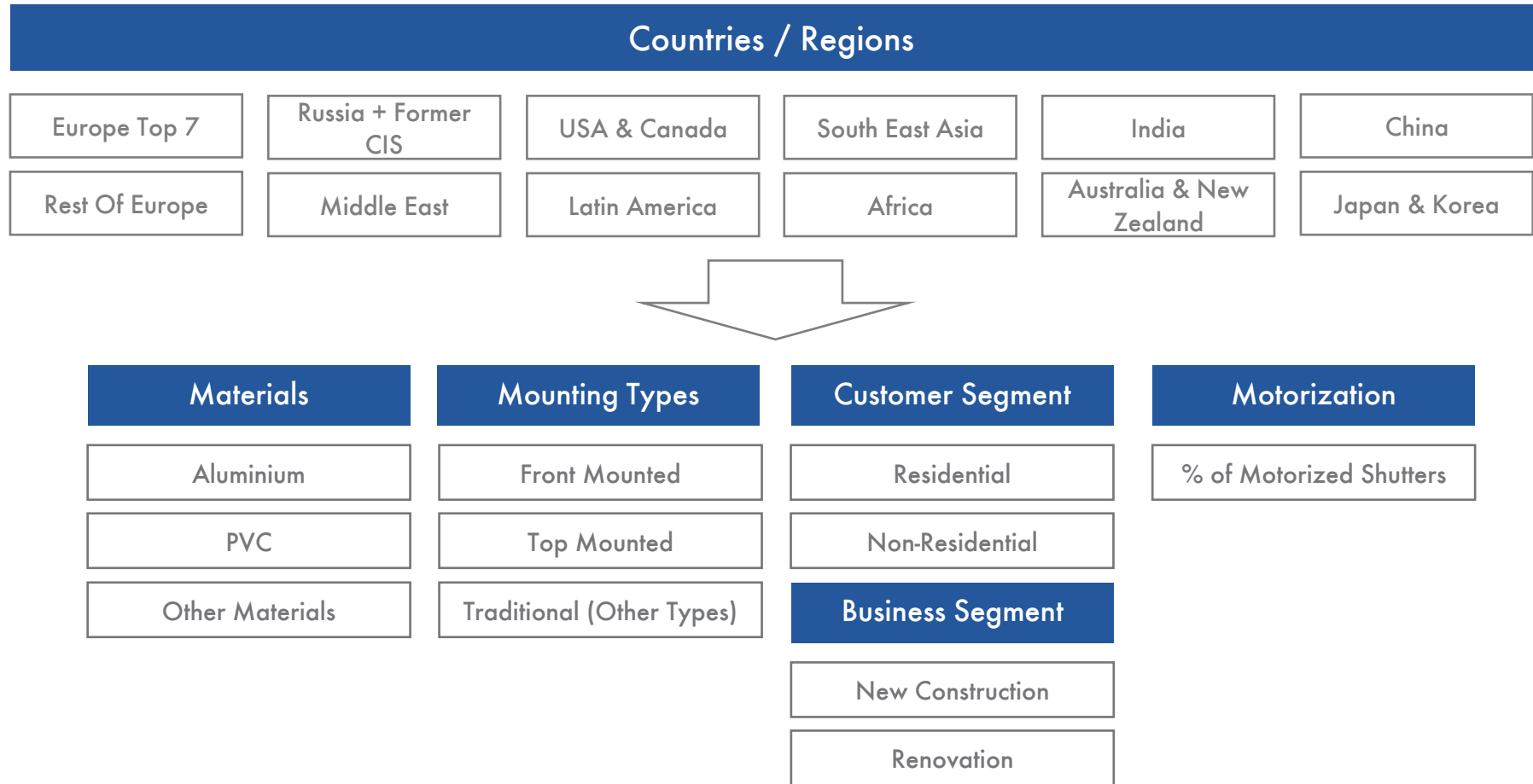




IC Market Forecast
Roller Shutters
Worldwide
2019

- ✓ 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.
 - Total Market
 - Materials
 - Customer & Business Segments
 - Mounting Type
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.





For every segment we show the overall market from 2015 to the current year and a forecast until the year 2022

| Regions | |
|-----------------|--|
| Europe Top 7 | Spain, France, Italy, Belgium, the Netherlands, Luxemburg, Germany, Austria, Switzerland, Poland |
| Rest of Europe | All other European Countries except Europe Top 7 and Former CIS |
| Former CIS | Russia, Ukraine, Belarus, Azerbaijan, Georgia, Moldavia, Kazakhstan, Kirgizstan, Tadjhikistann, Turkmenistan, Uzbekistan, Latvia, Estonia, Lithuania |
| Middle East | Turkey, Arab Peninsula, Levant Region, Iraq, Iran |
| Latin America | South- and Middle America |
| South East Asia | Myanmar, Thailand, Laos, Vietnam, Cambodia, Malaysia, Singapore, Indonesia, Philippines, Papua New Guinea |

Definition and Demarcation

Materials

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

The sold quantity is stated in window units (1 unit = 1,3m*1,3m = 1,69 m²). The quantities sold by companies that use other units (running meters, single units) are converted into the defined standards. Therefore there could be discrepancies between secondary sources (e.g. Internet) and the quantities stated in the study.

PVC

Shutters with external profiles covered by PVC (Plastic)

Aluminium

Shutters with external profiles made/covered by Aluminium

Others

Shutters with external profiles made/covered by other materials (wood, steel, etc.)



Not included: Textile Roller Shutters and Garage Doors

Definition and Demarcation

Motorization

Electrically Operated

With a tubular motor fitted within the roller. Smart Home solution can be added.

Manually Operated

All other types of manual operation.

Product Type

Front Mounted

Describes the type where the roller shutter box is fixed to the exterior of the building facade.

Top Mounted

Where the roller shutter box is built into the lintel above the window.

Traditional/Others

Other types of mounting systems incl. traditional (wall-integrated).

Abbreviations

CAGR

Compound Annual Growth Rate over the period 2019- 2022

Avg. Share

Average Share over the period 2019 - 2022

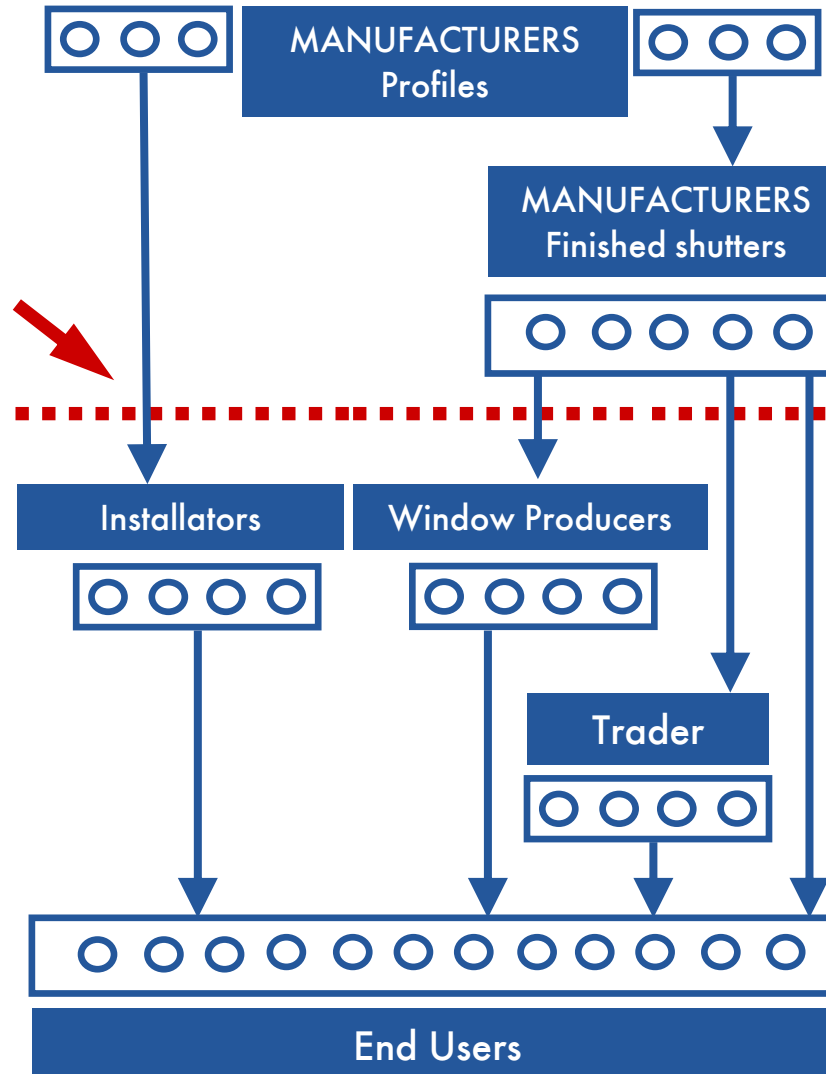
2019_e/2022_f

Estimated/Forecasted

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)

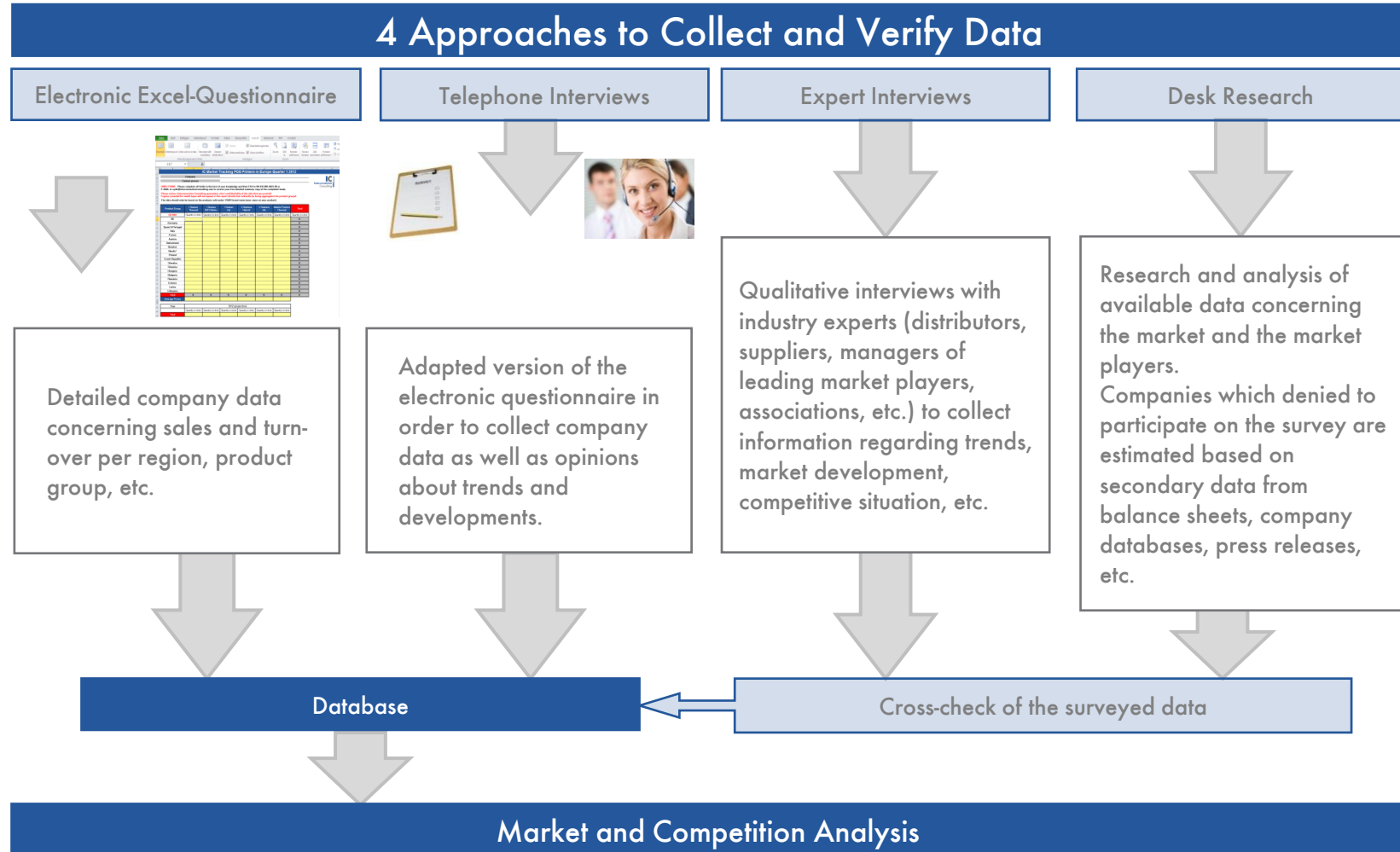
Sales are segmented by the first distribution partner.



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 traders 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?



Description of the Report

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 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.

Content of the Report *

| | |
|--|----------------|
| 1. Executive Summary | (ca. 10 pages) |
| 2. Definition and Methodology | (ca. 5 pages) |
| 3. Market Drivers | (ca. 20 pages) |
| 4. Regional Market Analysis and Forecast | (ca. 20 pages) |
| 5. Tables, Facts and Figures | Pivot Table |

* Pages based on single country report

IC Cockpit-Solution

Online Tool with Interactive Dashboards Presenting the Data

A picture says more
than 1000 words

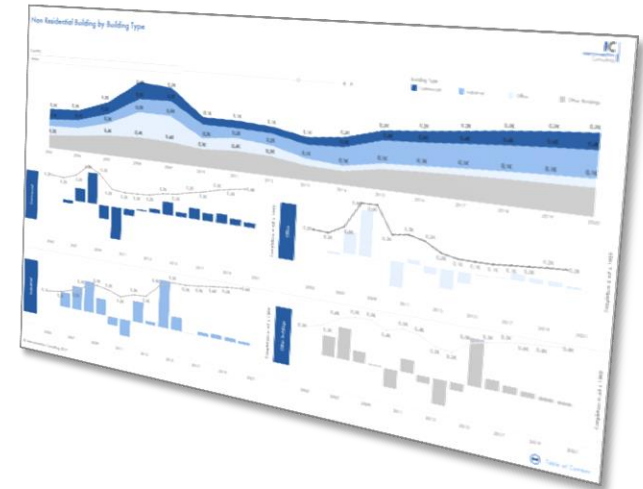
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

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.

Roller Shutters Worldwide 2019

| | IC Subscription* | Single Issue |
|-------------------|------------------|------------------------|
| Worldwide** | € 9.999,- | +25% for Single Issues |
| Available Regions | Europe Top 7 | USA & Canada |
| | Rest of Europe | Latin America |
| | Africa | Australia |
| | | Former CIS |
| | | Middle East |
| | | Japan & Korea |
| | | South East Asia |
| | | India |
| | | China |

* **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.

** Final Price for Worldwide Data (accumulated data on basis of above mentioned regions).
Price includes an interactive PDF Document. All prices shown exclude sales tax



Our Market-Intelligence Tools



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

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we show you the way