

IC Market Forecast[®]
Curtain Wall Facades
2020

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2017 – 2019 for the total market development as well as
 - Materials
 - Facade Types
 - Insulation
 - Customer Segment
 - Business Segment
- Forecasts from 2020 – 2023 for the total market as well as each analyzed materials, façade types, insulation, customer- and business segment
- Annually updates of the data

MARKET DRIVERS

- Analysis of the most relevant market drivers such as real GDP change, inflation, recorded unemployment, building completions and permits
- 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

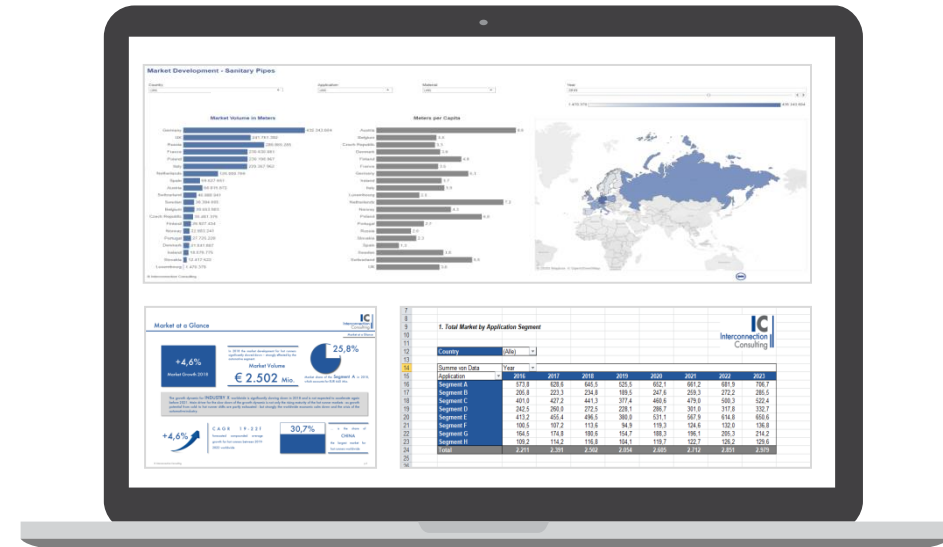
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of the data from the dashboards

EXECUTIVE REPORTS

- PDF report 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

PIVOT-TABLES

- MS-Excel pivot-table including all raw data of the report
 - Market-Forecast pivot table
 - Competition pivot table



Market Intelligence Tool and Reports



Online Dashboards

Executive Reports

Pivot Tables

Curtain Wall Facades 2020

AUT	BEL	DEN	ESP	FIN	FRA	GER	SUI	SWE	ITA	IRE	LUX	NL	NOR	UK
POL	CZK	SVK	HUN	GRE	TUR									
RUS	CHN													



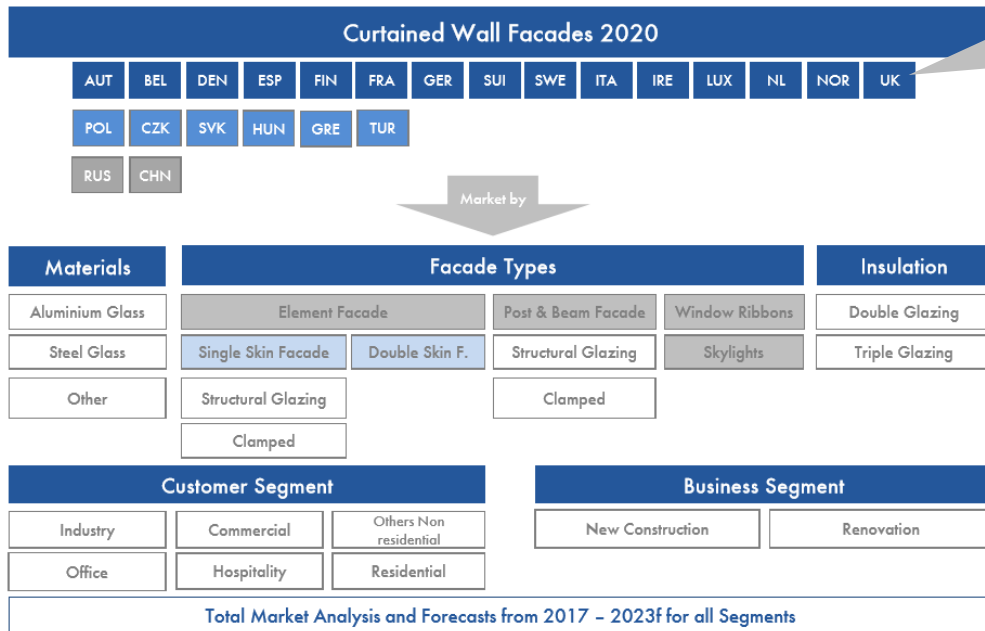
Materials	Facade Types				Insulation
Aluminium Glass	Element Facade	Post & Beam Facade	Window Ribbons	Double Glazing	
Steel Glass	Single Skin Facade	Double Skin F.	Structural Glazing	Triple Glazing	
Other	Structural Glazing		Clamped		
	Clamped				

Customer Segment		
Industry	Commercial	Others Non residential
Office	Hospitality	Residential

Business Segment	
New Construction	Renovation

Total Market Analysis and Forecasts from 2017 – 2023f for all Segments

Market Structure - Interpretation



- Market data is available for each country separately as well as aggregated for the region package purchased.
- Each country report includes data for three different material groups (Aluminium Glass; Steel Glass and Other) separately as well as aggregated for the total market of Curtain Wall Facades in terms of value and quantity.
- Each region report includes data for the façade types, insulation, customer segments and business segments separately as well as aggregated for the total market in terms of quantity.

Element facade is further broken down by various segments.

- ⇒ Data for element facade includes data by single skin façade and double skin façade.
- ⇒ Single skin façade includes data by structural glazing and clamped variant.
- ⇒ For instance – the report shows how many (m²x1.000) element façade have been installed as a single skin facade with structural glazing from 2017-2023.

Post & Beam facade is further broken down by various segments.

- ⇒ Post & Beam façade includes data by structural glazing and clamped variant.
- ⇒ For instance – the report shows how many (m²x1.000) post & beam façade have been installed with structural glazing from 2017-2023.

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

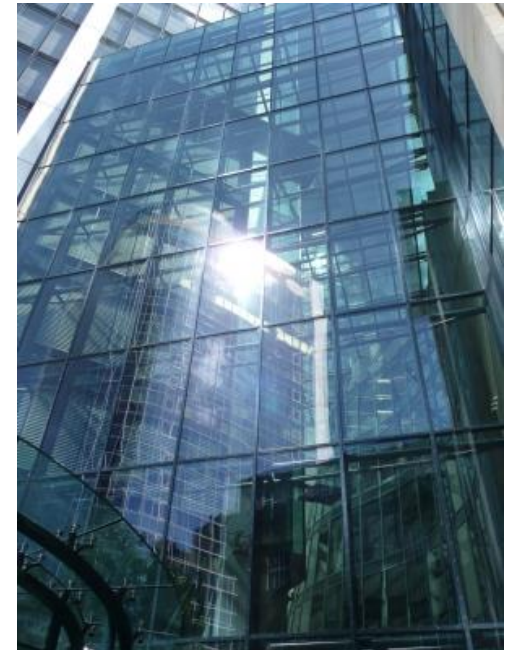
Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No-List-Prices) discounts included. Quantity in 1.000 m²

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

Further definitions are available on request.

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

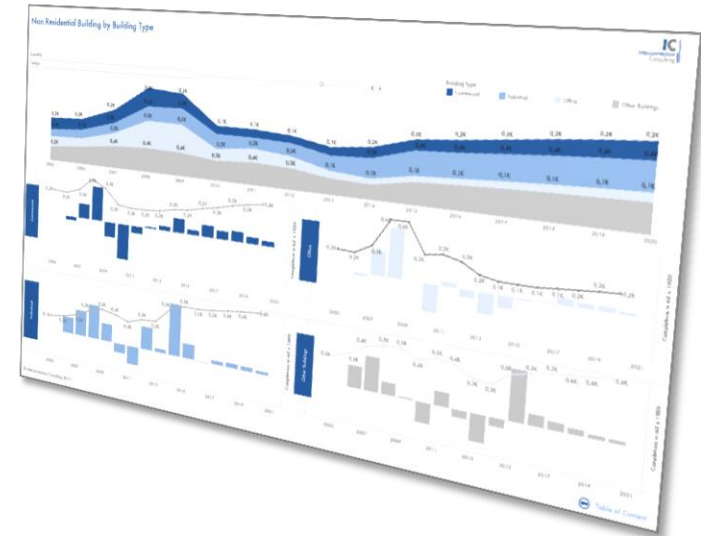
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

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

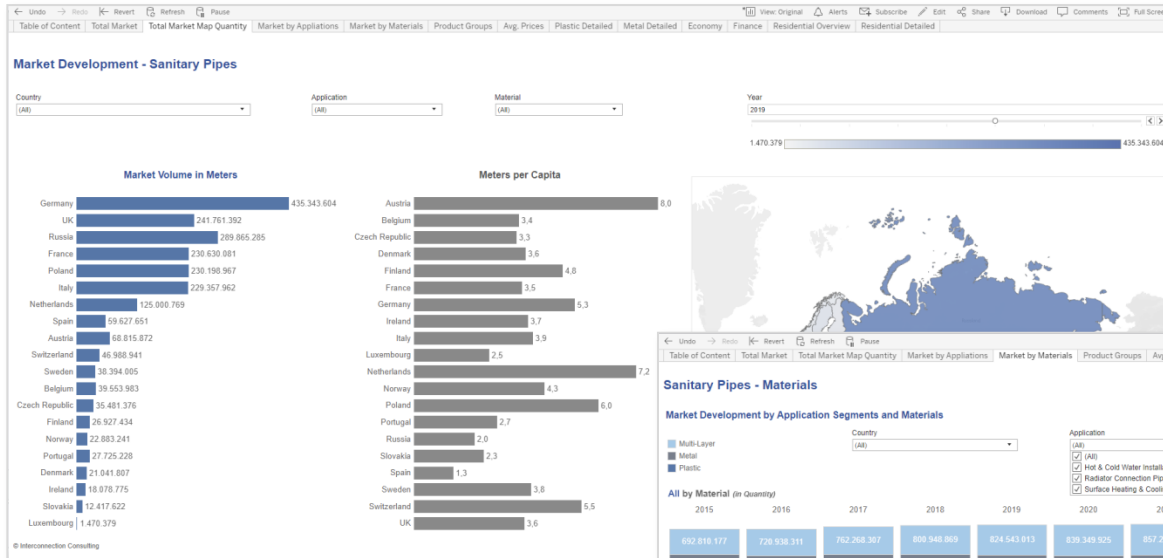
Easy online accesability

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

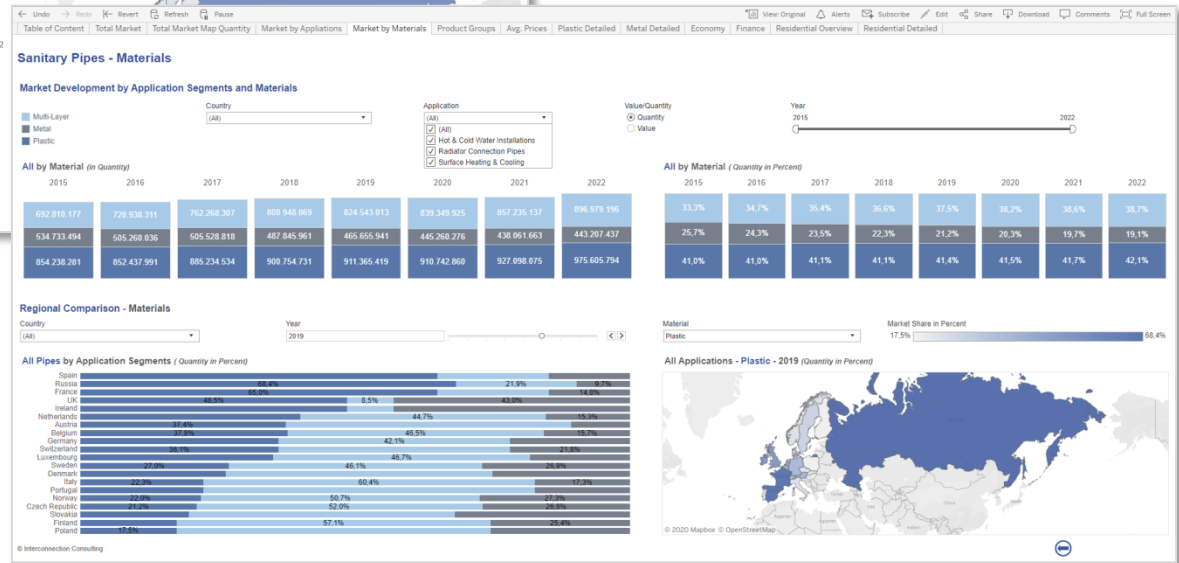


In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit is waived as well as for any subscription order exceeding 2 countries or regions. For all other options, price for Tableau cockpit costs € 500,-.

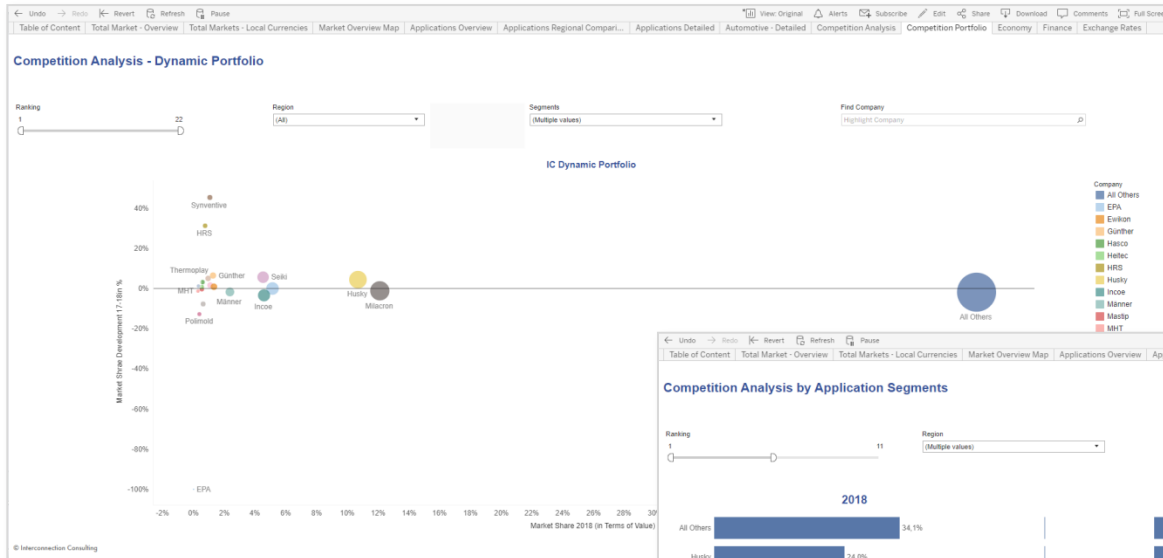
Sample Cockpits for Market Analysis Data



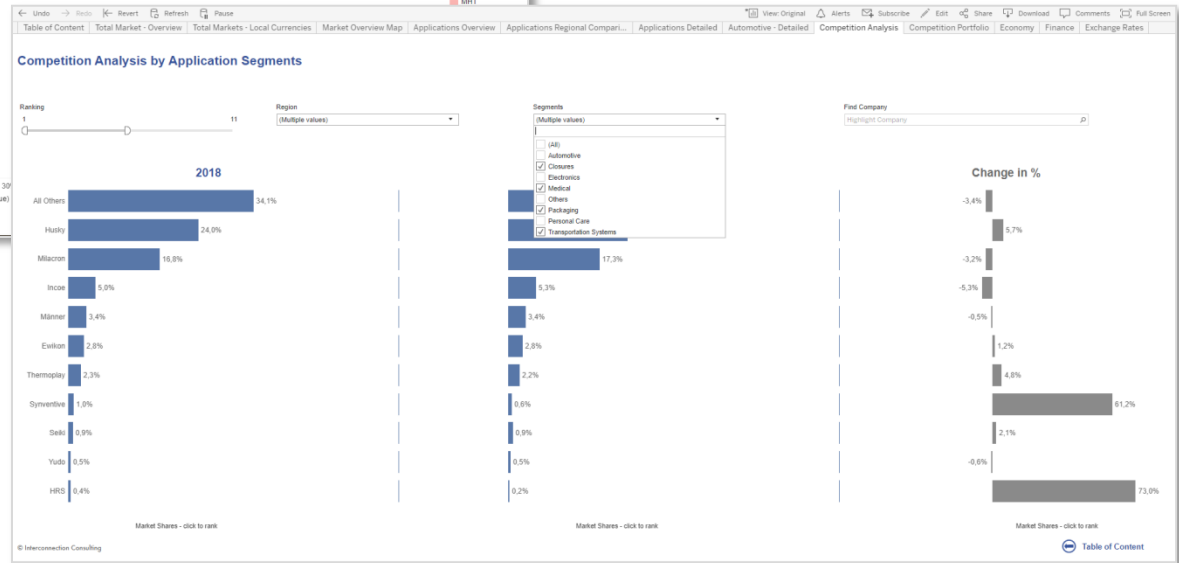
This chart contains fictive data



Sample Cockpits for Competition Data

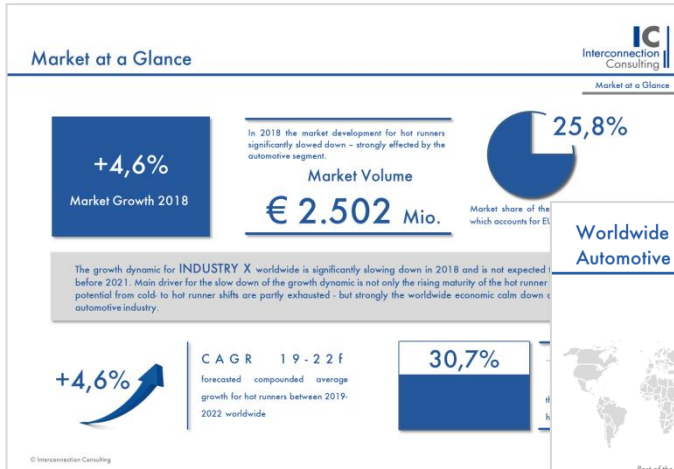


This chart contains fictive data

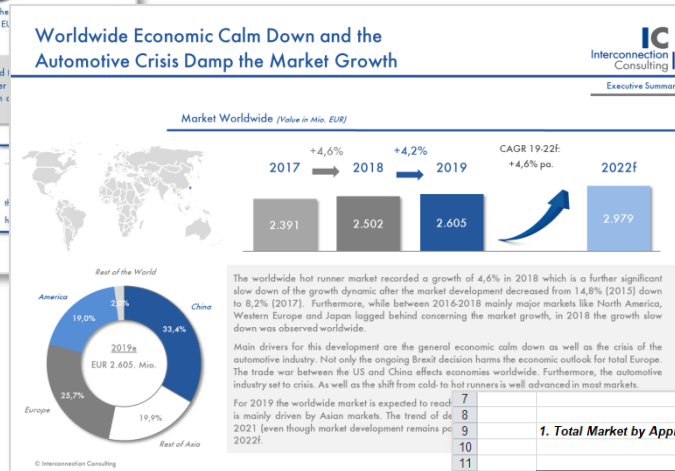


Additional Deliverables

Executive Summary and Pivot-Tables



Executive Summary as PDF (fictive data)



Executive Summary as PDF (fictive data)

1. Total Market by Application Segment

Country: (Alle)

Application	2016	2017	2018	2019	2020	2021	2022	2023
Segment A	573.8	628.6	645.5	525.5	652.1	661.2	681.9	706.7
Segment B	205.8	223.3	234.8	189.5	247.6	259.3	272.2	285.5
Segment C	401.0	427.2	441.3	377.4	460.6	479.0	500.3	522.4
Segment D	242.5	260.0	272.5	228.1	286.7	301.0	317.8	332.7
Segment E	413.2	455.4	496.5	380.0	531.1	567.9	614.8	650.6
Segment F	100.5	107.2	113.6	94.9	119.3	124.6	132.0	136.8
Segment G	164.5	174.8	180.6	154.7	188.3	196.1	205.3	214.2
Segment H	109.2	114.2	116.8	104.1	119.7	122.7	126.2	129.6
Total	2.211	2.391	2.502	2.054	2.605	2.712	2.851	2.979

Pivot-Table including all raw data as MS-Excel file (fictive data)

Content of the Report

Overview of the Included Dashboards

TOTAL MARKET

- Total Market – Country Comparison
- Total Market Development by Countries

FACADE MATERIALS

- Regional Market Development by Materials in Terms of Value and Quantity (in absolute figures and percent)

FACADE TYPES

- Regional Market Development by Facade Types in Terms of Quantity (in absolute figures and percent)
- Regional Market Development by Element Façade in Terms of Quantity Broken Down by Single- and Double Skin Facades (in absolute figures and percent)
- Regional Market Development by Single Skin Element Façade in Terms of Quantity Broken Down by Structural Glazing and Clamped Variant (in absolute figures and percent)
- Regional Market Development by Post & Beam Façade in Terms of Quantity Broken Down by Structural Glazing and Clamped Variant (in absolute figures and percent)

BUSINESS SEGMENTS

- Regional Market Development by Business Segments in Terms of Quantity (in absolute figures and percent)

CUSTOMER SEGMENTS

- Regional Market Development by Customer Segments in Terms of Quantity (in absolute figures and percent)

GLAZING TYPES (INSULATION)

- Regional Market Development by Glazing Types in Terms of Quantity (in absolute figures and percent)

MARKET DRIVERS

- Economic Indicators (Real GDP Change, Inflation, Recorded Unemployment)
- Residential- and Non-residential Construction Overview by Countries (Building Completions and Building Permits)

Investment Plan for Your Market Research

	Subscription*	Single Issue	Scale of Discounts	
Single Country	€ 1,950.-	+25% for Single Issues	€ 5.000	-5%
Top 5 countries of your choice**	€ 8,775.-		€ 9.000	-10%
Top 10 countries of your choice**	€ 15,600.-		€ 13.000	-15%
			€ 19.000	-20%

Available Countries in WE	AUT	BEL	DEN	ESP	FIN	FRA	GER	SUI	SWE	ITA	IRE
	LUX	NL	NOR	UK							
Available Countries in EE	POL	CZK	SVK	HUN	GRE	TUR					
Available Countries Outside of Europe	RUS	CHN									



* **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.

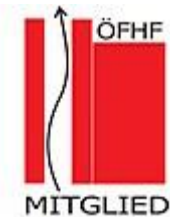
**Package Price taking the scale of discounts already into account.

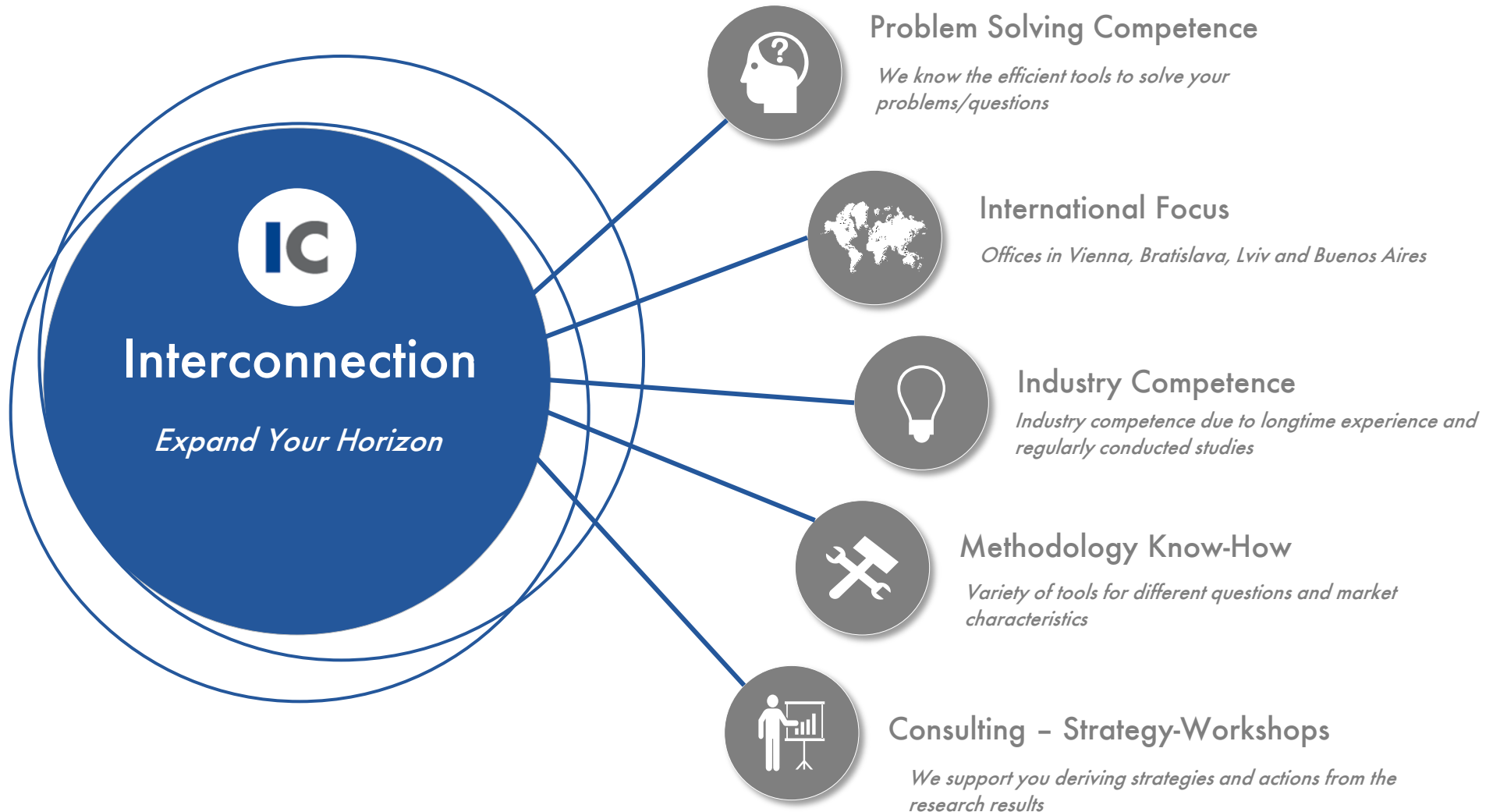
The license costs for Tableau Cockpit Software are included from an order value of € 5,000 (net) and with every order for an annual subscription for more than 2 countries or regions. For all other options, the price for the Tableau Cockpit is € 720 / license.

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





Our Market-Intelligence Tools



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

Interconnection Consulting
Getreidemarkt 1, A-1060 Wien

Daniel Kollar – Market Analyst

Tel: +43 585 46 23 - 88

Fax: +43 585 46 23 - 30

kollar@interconnectionconsulting.com

Interconnection Consulting
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Yes, we would like to order the IC Market Forecast® Curtain Wall Facades 2020

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

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25% Price Advantage		✓
IC Cockpit – Online Dashboard Solution	✓	✓
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		✓

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from 9,000.- EUR	10%
from 13,000.- EUR	15%
from 19,000.- EUR	20%