



IC Market Tracking®

Air Doors/Curtains Systems in Europe 2022

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

more than just a report – A TOOL FOR SUCCESS!

Detecting Market Potential



GEO-Maps



Benchmarks



Strategic Workshops



on request

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2018 – 2021 for the total market development as well as
 - Product Groups
 - Application Areas
 - Additional Features
- Forecasts from 2022 – 2025 for the total market as well as each analysed segment and sub-segment

COMPETITION ANALYSIS

- Market shares of the top players for 2020/21
 - Market Shares on the total market in terms of value and quantity
 - Market Shares per product groups in terms of value and quantity

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, public spending, labour market, demographics, retail market.
- 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

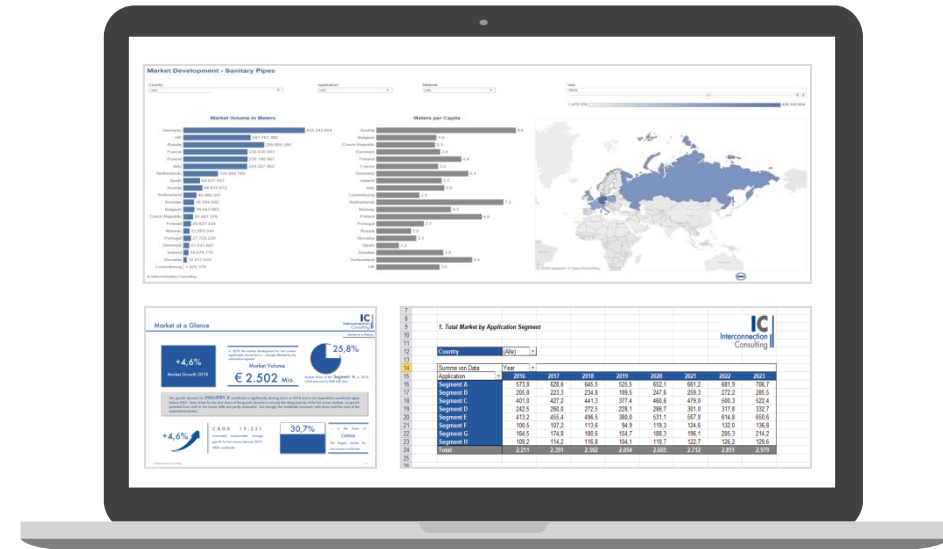
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of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

EXECUTIVE REPORTS

- Executive 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 already integrated within Tableau

RAW DATA -TABLES

- Downloadable tables from MIS as xls. cvs. jpg. or other formats for your own integration
 - Graphs
 - Raw Data



Market Intelligence Tool and Reports



Online Dashboards

Executive Reports

Market Report Structure

Product Groups	Application Areas
Non - Recirculating	Shopping Centres
Recirculating	Industry
	HoReCa
	Public
	Office and Administration
	Retail
	Other

Additional Features
Disinfection and Purification
Heat Pump/Energy Saving
Insect Control

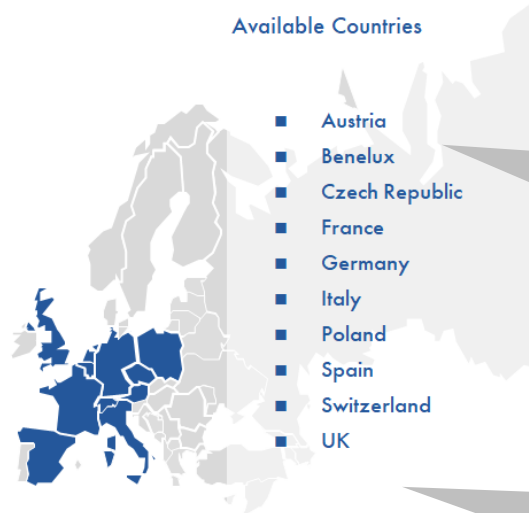
Available Countries



Market Report Structure

Product Groups	Application Areas
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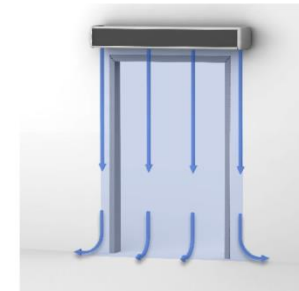
- Market data are available for each country separately as well as aggregated for the package purchased.
- Each country report includes data for air doors/curtains systems by product groups, application areas and additional features separately, as well as aggregated for the total market of air doors/curtains in terms of quantity.
 - Product groups are shown in both terms of quantity and value.

Definitions and Demarcation

Product Groups

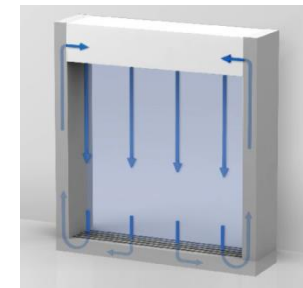
Non - Recirculating

A non-recirculating unit discharges the air to the environment.



Recirculating

A recirculating unit collects and returns the air from the discharged air.



Turnover

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

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 Manufacturers & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturers 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

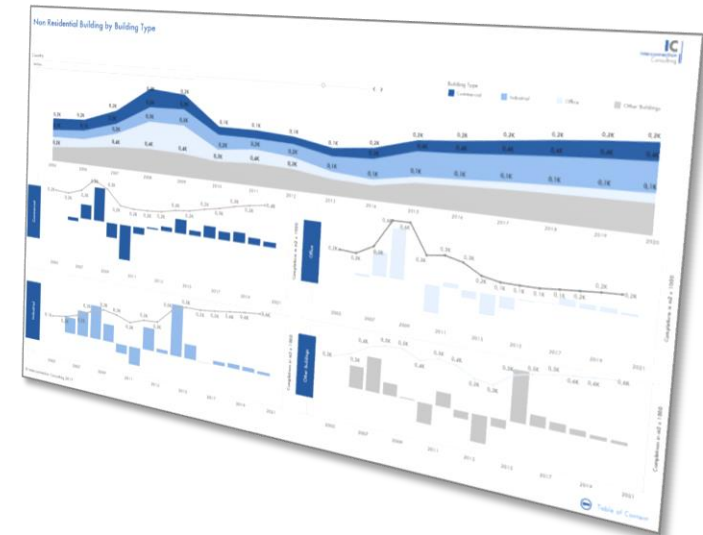
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

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

Easy online
accessibility

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

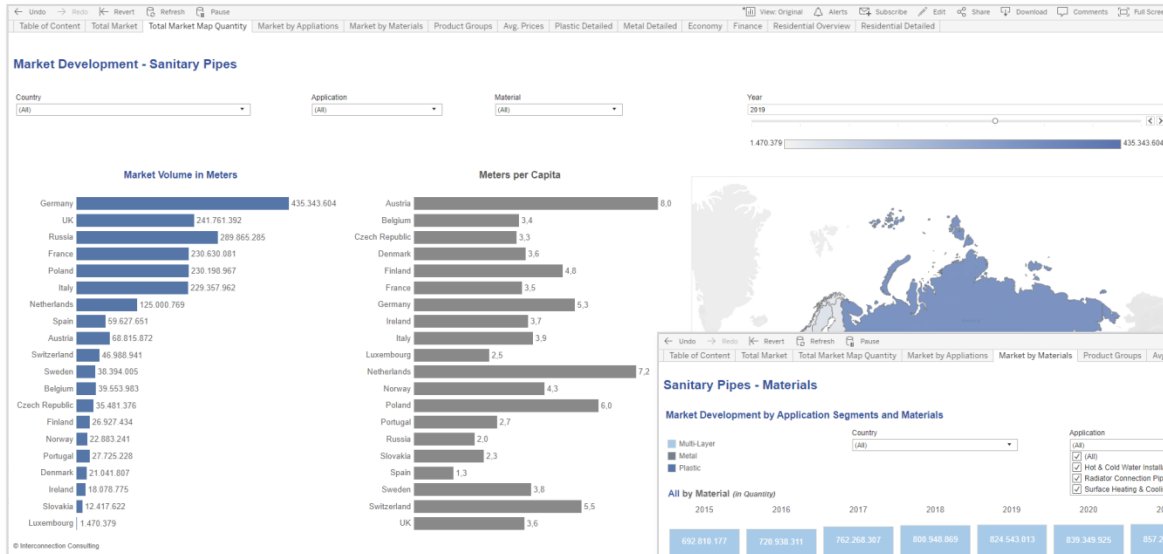


Usability of the Market Intelligence Tool

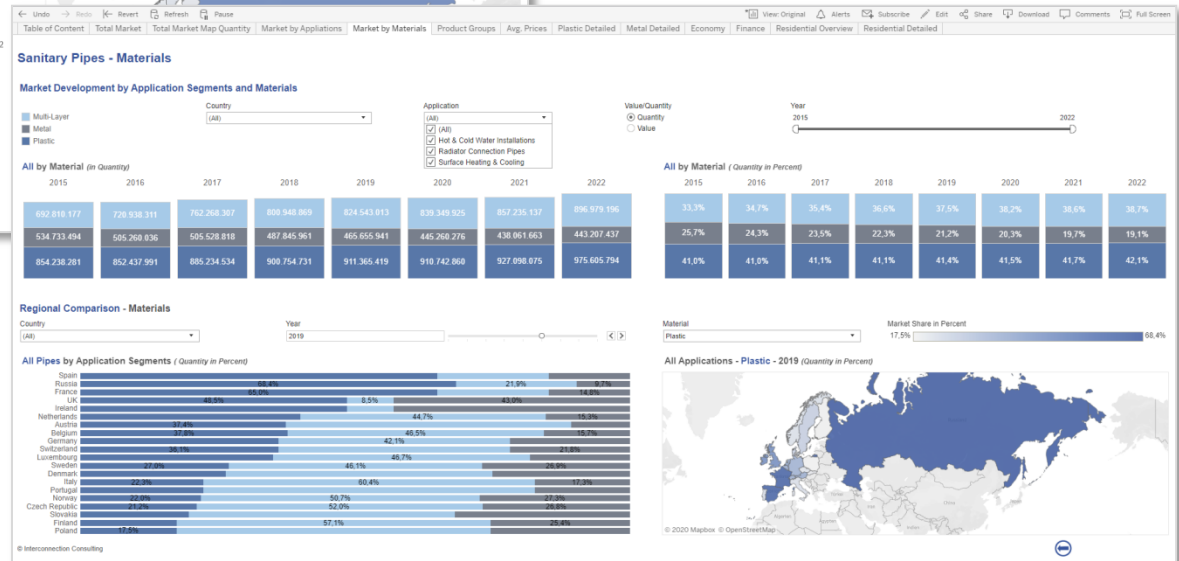
Let's Put it in a Video...



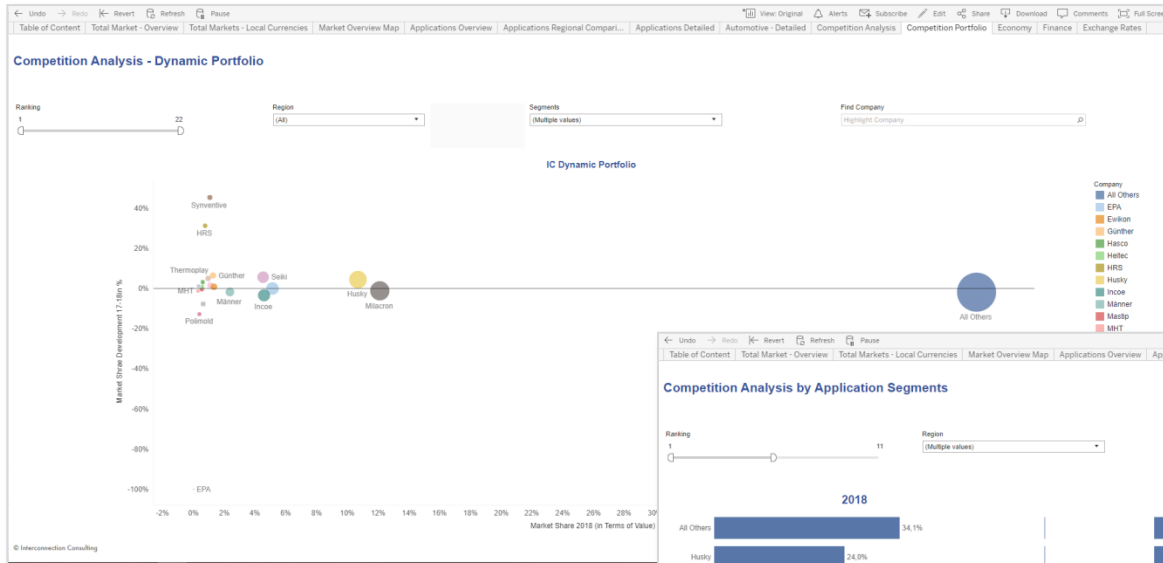
Sample Cockpits for Market Analysis Data



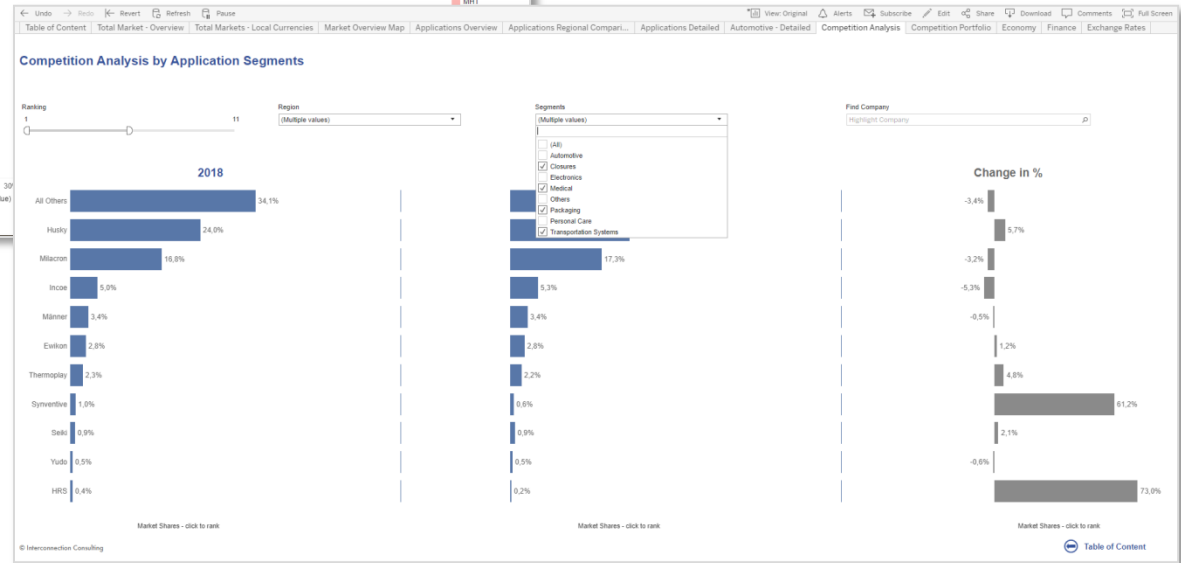
This chart contains fictive data



Sample Cockpits for Competition Data

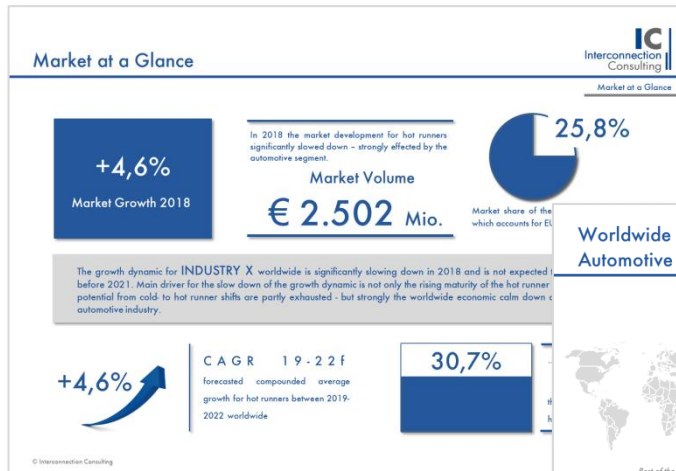


This chart contains fictive data

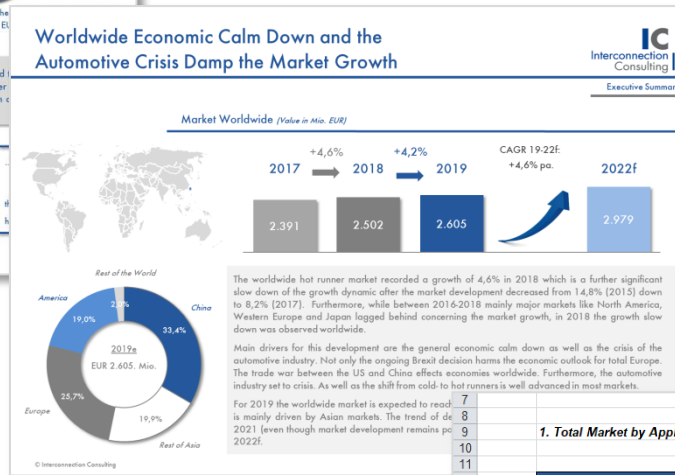


Additional Deliverables

Executive Summary and Raw Data Tables



Executive Summary as part of Tableau (fictive data)



Executive Summary as part of Tableau (fictive data)

1. Total Market by Application Segment

Country								
(Alle)								
Summe von Data	Year							
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

Raw Data Tables including all data as MS-Excel file (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Air Doors/Curtains Systems in Europe 2022

Prices & Conditions

Subscription *

2 Countries of Your Choice

€ 5.950,-

4 Countries of Your Choice

€ 9.950,-

All Countries

€ 17.950,-



Available Countries

- Austria
- Czech Republic
- Germany
- Poland
- Switzerland
- Benelux
- France
- Italy
- Spain
- UK

- **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 automatically extended by one more year. The price is the individual price for each year. Price changes must be announced by Interconnection at least six weeks before 31st December.
- The price includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of an subscription.
- In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit (Software for Online Dashboards) is included as well as for any subscription order exceeding 2 countries or regions. For all other options, license costs for Tableau cockpits are € 500,- per license per year.

Selected References for our Market Reports

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

Mr. Bernd Blümmers
General Manager,
Saint-Gobain Solar Systems
Central Europe





Our Market-Intelligence Tools



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

Interconnection Consulting

Dostojevskeho Rad 11, SK- 811 09 Bratislava

Saša Spiridonov – Senior Consultant

Tel: +43 1 585 46 23 19

spiridonov@interconnectionconsulting.com

Jan Hudak – Managing Director

Tel: +43 1 585 46 23 10

hudak@interconnectionconsulting.com

Interconnection Consulting
Vienna • Oberstdorf • Lviv • Bratislava • Buenos Aires

www.interconnectionconsulting.com



we show you the way

Yes, we would like to order the IC Market Tracking® Air Doors/Curtains Systems in Europe 2022

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

Please choose from the available countries

- | | | | | |
|----------------------------------|---|----------------------------------|---------------------------------|--------------------------------------|
| <input type="checkbox"/> Austria | <input type="checkbox"/> Czech Republic | <input type="checkbox"/> Germany | <input type="checkbox"/> Poland | <input type="checkbox"/> Switzerland |
| <input type="checkbox"/> Benelux | <input type="checkbox"/> France | <input type="checkbox"/> Italy | <input type="checkbox"/> Spain | <input type="checkbox"/> UK |

- | | |
|---|--------------|
| <input type="checkbox"/> 2 Countries of your Choice | EUR 5.950.- |
| <input type="checkbox"/> 4 Countries of your Choice | EUR 9.950.- |
| <input type="checkbox"/> All Countries | EUR 17.950.- |

	Single Issue	Subscription*
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		✓

Billing Address:
(please fill in the data completely)

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(necessary if different from the billing address)

Company: _____

Name: _____

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Country: _____

VAT identification number: _____

E-Mail: _____

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Date	Name	Signature
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***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 31st December. 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 includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of a subscription.

General Terms of Business

Payable on receipt of invoice without discount.

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