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we show you the way

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IC Market Tracking®

Blow Molded Packaging Worldwide 2016

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 Position** and development during the last two years, in comparison with major competitors and with respect to:
 - Total Market
 - Regional Markets
 - Product Groups
 - Usage
 - Business Segment
- ✓ Information about the most important **Factors of Influence**
- ✓ **Graphic Presentation** of the results facilitates the development of your own strategies.



Blow Molded Packaging 2016

North Europe

Central Europe

UK & Ireland

France & Benelux

East Europe

South Europe

China & Taiwan

India

Japan & South Korea

USA & Canada

Latin America

Rest of the World

Market by ...

Product Groups

PET- cold & warm

PP

HDPE

LDPE

Usage

Recycled

New

Market by ...

Business Segment

Food

Chemicals

Beverages

Cosmetic

Other

Household

Mechanical

Medical &
Pharmaceutical

For each segment the total market and market shares of the top players for the last two years and forecasts for the next three years are available in the study

Definition and Demarcation

Product Groups

PET- cold & warm

PP

HDPE

LDPE

Polyethylene terephthalate

Polypropylene

High-density Polyethylene

Low-density polyethylene



Business Segment

Food

Containers for Food (any Substance Consumed to Provide Nutritional Support for the Body)

Beverages

Containers for Liquids which are Specifically Prepared for human Consumption

Cosmetic

Make-up, Substances to Enhance the Beauty of the Human Body, Topical products, Personal Care

Household

House Cleaning Products Containers

Chemicals

Equipment Used in Chemical Sector, Chemical Substance (a form of Matter that has Constant Chemical Composition and Characteristic Properties) Containers

Mechanical

Mechanical Products Containers

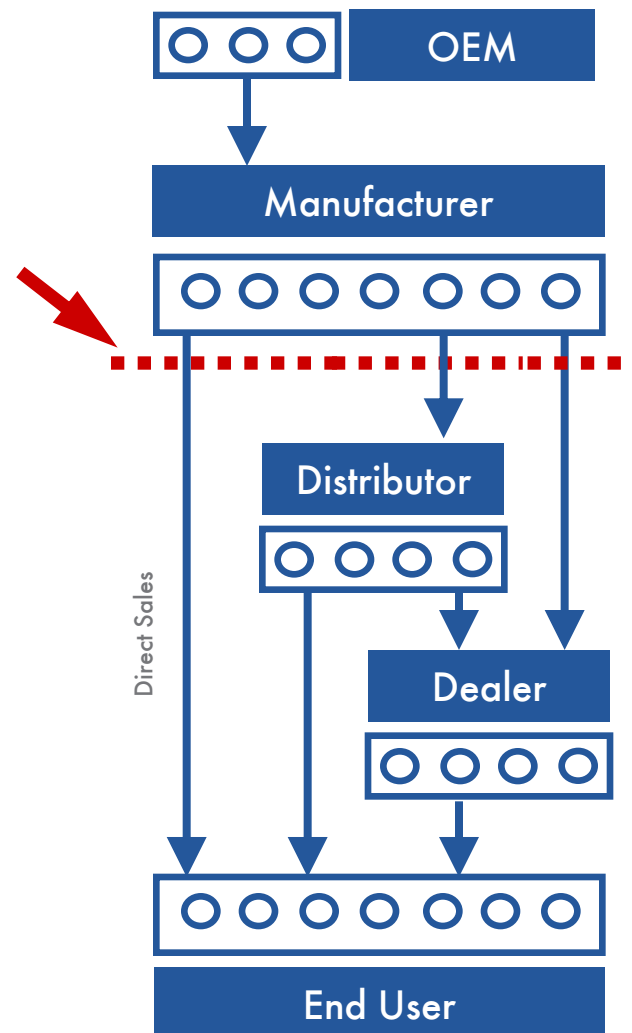
Medical &
Pharmaceutical

Pharmaceutical Products Containers



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.

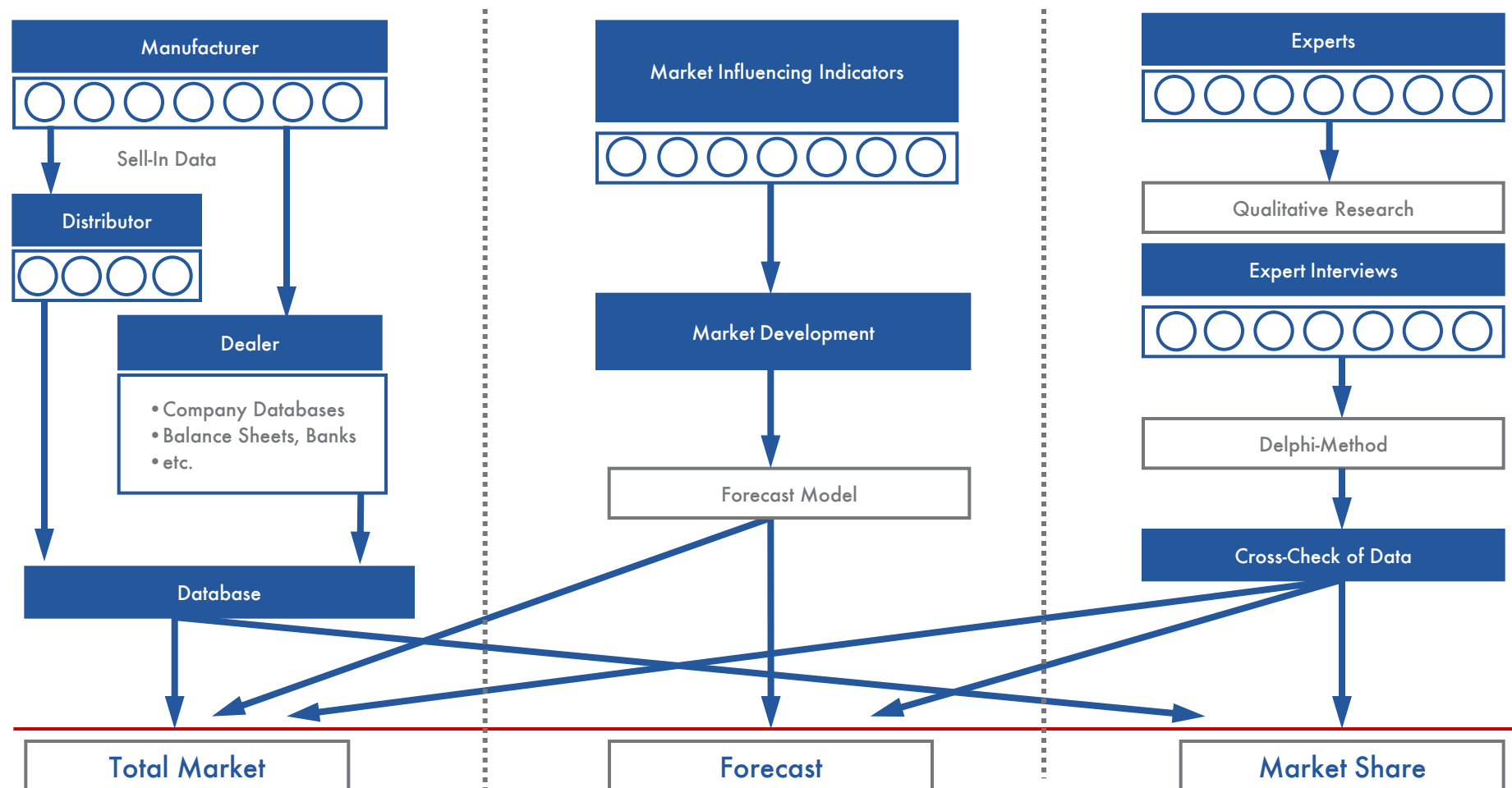


The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

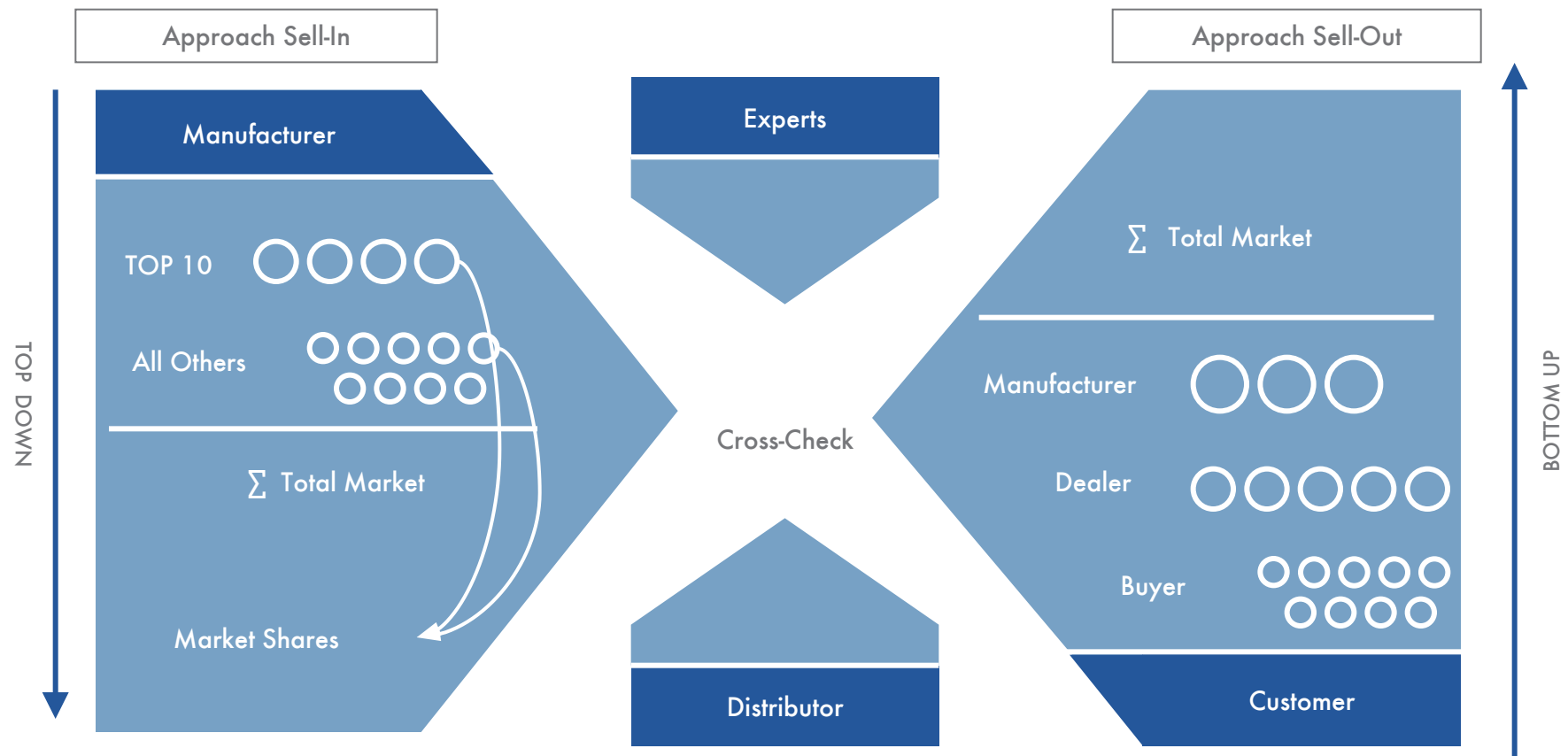
Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology



Data of Manufacturers Aligned with Market Calculation

Description Structure of Survey Methodology



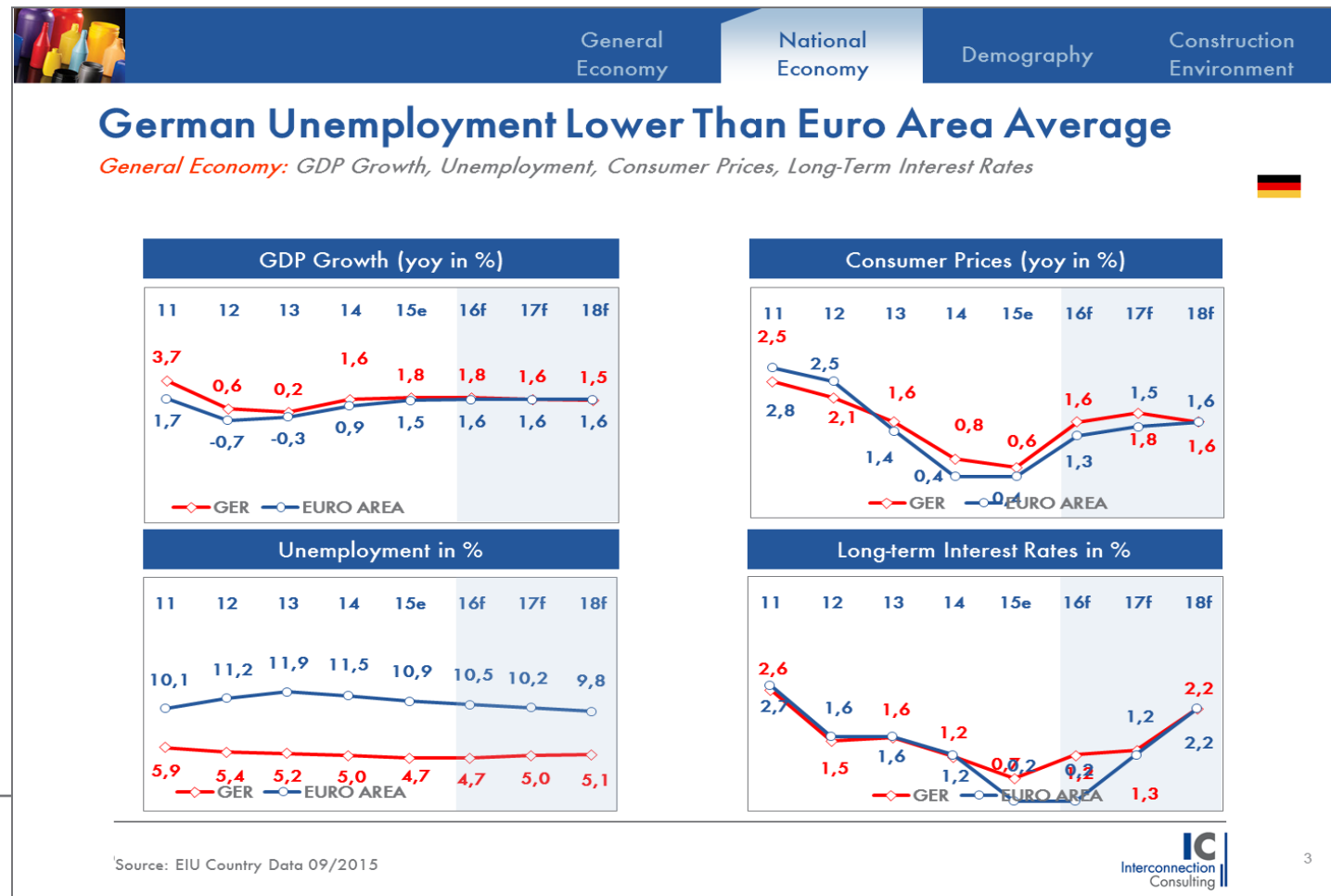
Contents of the IC Market Tracking® Blow Molded Packaging 2016

The IC Market Tracking® 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.
- The **Competition Analysis** shows in detail the development of the top companies in the market by finding out about the market shares in different categories, changes in market position, benchmarks, average prices, etc.
- 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.

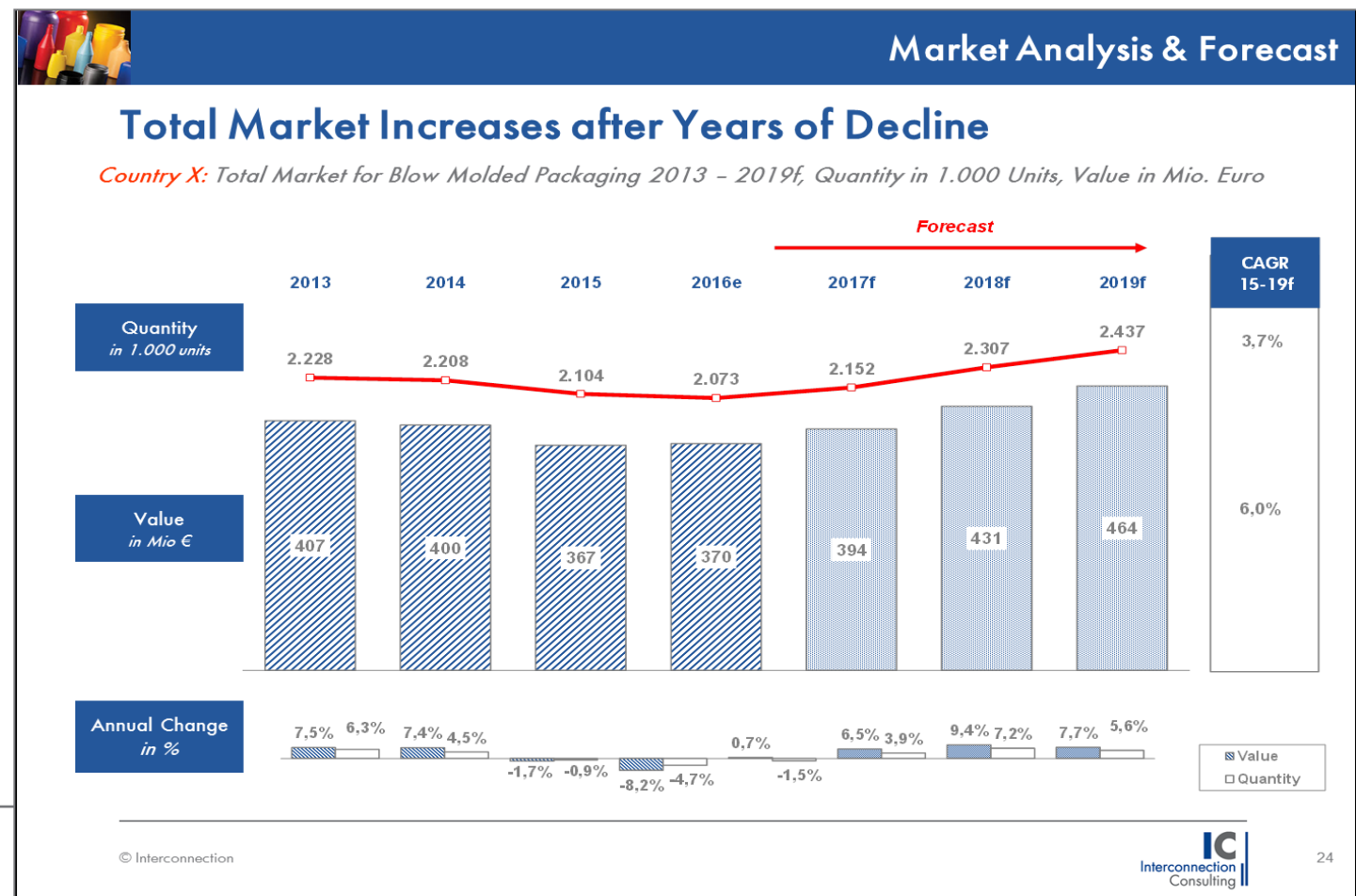
Market Environment Data of our Forecasting Model

- The data for the market environment consists of main factors such as general economy data, demography, income statistics and sentiment indicators.
- This chart shows sample figures.



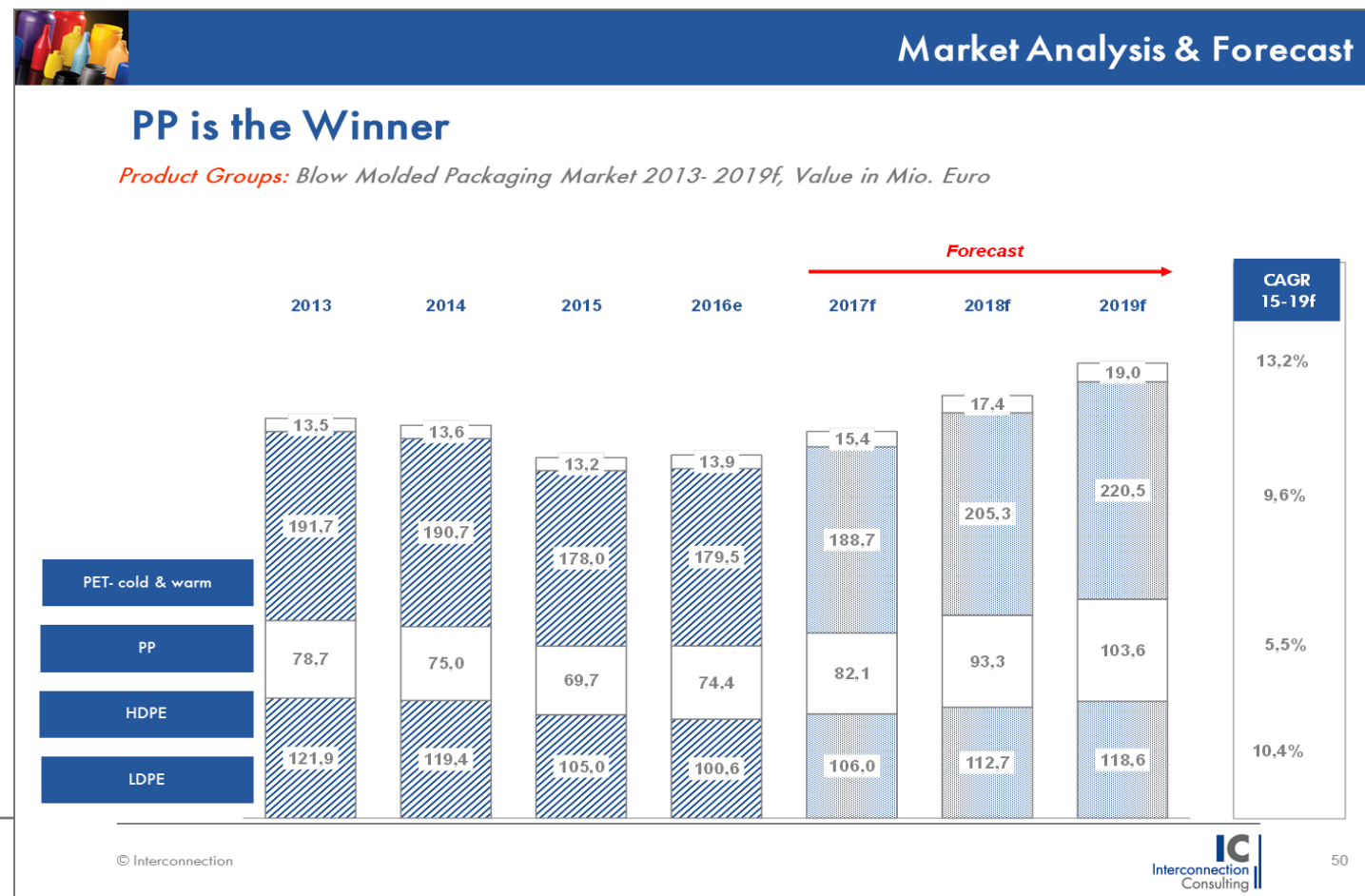
Total Market Development and Forecast

- Overview of the total market until the current year and forecast for the upcoming three years
- This chart shows sample figures.



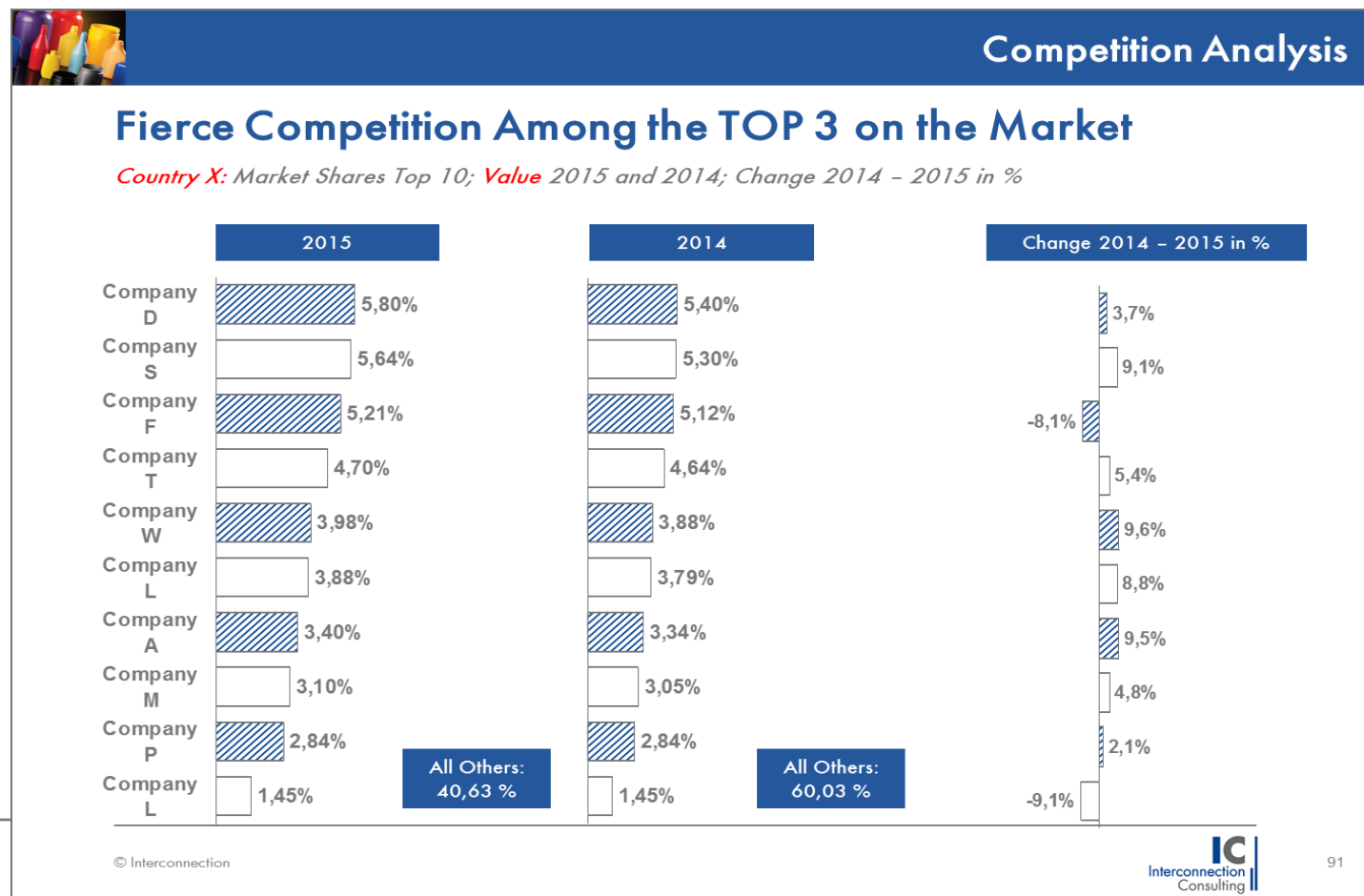
Total Region Market Development and Forecast

- Overview of the regional market until the current year and forecast for the upcoming three years by sub segments.
- This chart shows sample figures.



Competition Analysis and Market Shares

- *Market Shares of the Top 10 market leaders of the Blow Molded Packaging Sector.*
- *This chart shows sample figures.*



Pivot Table

- 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.
- Pivot tables are available for the competition analysis as well as for the total market and forecasts.

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)
Ø 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)
Ø 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

Interconnection Delivers Data for Company Decisions

- Our studies support the leading companies in the determination of targets, definition of marketing strategies, competition monitoring and control of marketing actions.
- Interconnection draws its Know-how from over 100 international market studies per year and a number of Ad-hoc studies in the engineering industry.
- Next to market data we offer for the Industry branch Ad-hoc studies in the field of distribution analyses, pricing, market entry strategies, customer satisfaction, image analyses etc.
- Our Consultant supports companies also in the implementation of data in the development of marketing strategies.



IC Market Tracking® Blow Molded Packaging 2016

	Subscription*	Single Issue	Scale of Discounts from a buying price of	
Worldwide**	€ 10.800,-	€ 12.420,-	€ 6.000	-25%
Total Europe	€ 5.500,-	€ 5.950,-	€ 12.000	-40%
Other Regions	€ 2.500,-	€ 2.950,-		
Available Regions	Total Europe	USA & Canada	China & Taiwan	
	India	Japan & South Korea	Latin America	

* 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.

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



For further questions
please do not hesitate to contact us!

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IC
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General Information

Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 300
- Optional: Hard Copy

Price

- per country: 2.950 €
- all regions: 12.420 €
- Hard Copy: 150 €

Detailed Information about special offers, scale of discount as well as subscription prices are presented within the order form or the interactive price calculator.



Options of ordering – Fax: +43 1 5854623 30

- Click “Buy Now” on the website and make your order with the interactive price calculator.
- Print out your order form (at the end of the “Full Details” document and fill in your data.

Minimum Order is 2 Regions (except Europe)

Structure of the Study

Language of the report

English

Introduction, Market Structure & Executive Summary Definition and demarcation of product groups, regions and methodology; summary of study results.

Market Drivers

Key economic factors influencing the market: main economic indicators.
Import & export statistics.

Total Market Analysis

Total market development and forecasts for all market segments in quantity and value by regions, process and business segment.

Competitive Analysis

Market development by value for each region and segment.
Market shares of the top manufacturers for each region and for each application for the last two years.

Market Structure

Regions

North Europe, Central Europe, East Europe, South Europe, UK & Ireland, France & Benelux, USA & Canada, Latin America, China & Taiwan, Japan & South Korea, India, Rest of the World.

Product Groups

PET- cold & warm
PP
HDPE
LDPE

Usage

New
Recycled

Business Segment

Food, Beverages, Cosmetic, Household, Chemicals, Mechanical, Medical & Pharmaceutical, Other

Methodology

Methodology and Data Sources

The market and competitive analysis is conducted through interviewing the most important manufacturers in the respective industry. All data are cross-checked for plausibility and evaluated by means of additional sources of information.

The market models and forecasts are based on economic indicator models, which are developed individually for each market. The influencing factors are analyzed by means of multivariate regression analysis and updated each year.

The economic indicators and environmental data are a result of secondary research of prestigious statistical institutes and are supplemented by internal market analyses.

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Yes, we would like to order the following market reports IC Market Tracking® Blow Molded Packaging Worldwide 2016

(Please print out the order form and mark your desired countries for the report)

Region	Single Issue	Subscription*
<input type="checkbox"/> Total Europe	€ 5,950	€ 5,500
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<input type="checkbox"/> Latin America	€ 2,950	€ 2,500
<input type="checkbox"/> China & Taiwan	€ 2,950	€ 2,500
<input type="checkbox"/> India	€ 2,950	€ 2,500
<input type="checkbox"/> Japan & South Korea	€ 2,950	€ 2,500

Minimum Order is 2 Regions (except Europe)

Order Form

- ☐ Subscription *
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- ☐ We would like to order additional hard copies, each for € 150.
- ☐ Translation in another language (price on request)

*) Annual Price; The Subscription is valid for at least two years (order year and the following year) and can be cancelled after the second year, no later than 31.12 in the year in which the last report has been received. If the subscription is not cancelled it continues automatically for the next year. Changes of prices must be announced by Interconnection at the latest 6 weeks before the end of the year. All prices shown exclude sales tax.

Scale of Discount

- > From € 6,000 25%
- > From € 12,000 40%

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