





IC Market Tracking Blow Molding Worldwide 2021

# What Do You Get - Your Benefits at a Glance Content of the Report



**Benefits** 

## Market Data, Insights and Expertise...



#### **MARKET ANALYSIS**

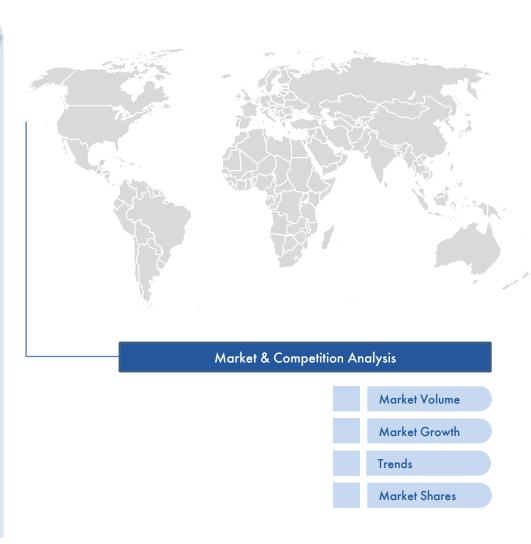
- Historical market data from 2018 2020 for the total market development as well as
  - Machine Types
  - Mold Types
  - Business Segments
- Forecasts from 2021 2024 for the total market as well as each analyzed product group, mold type and business segment
- Annually updates of the data

## **COMPETITION ANALYSIS**

- Market shares of the top players for 2019/20
  - Market Shares on the product groups (Machine Types) and mold types in value and quantity
  - Market Shares per business segments (Application Segments) in value

#### MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, gross fixed investments, labor market, demographics, etc.
- Continuous updates of the data



# What Do You Get - Your Benefits at a Glance Presentation of the Data and Deliverables



**Benefits** 

## 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**

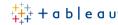
- PDF report including key facts of the report and background information about forecasts, trends and the competitive landscape
- Infographics summarizing the market and providing regional comparisons and contrasts

#### **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

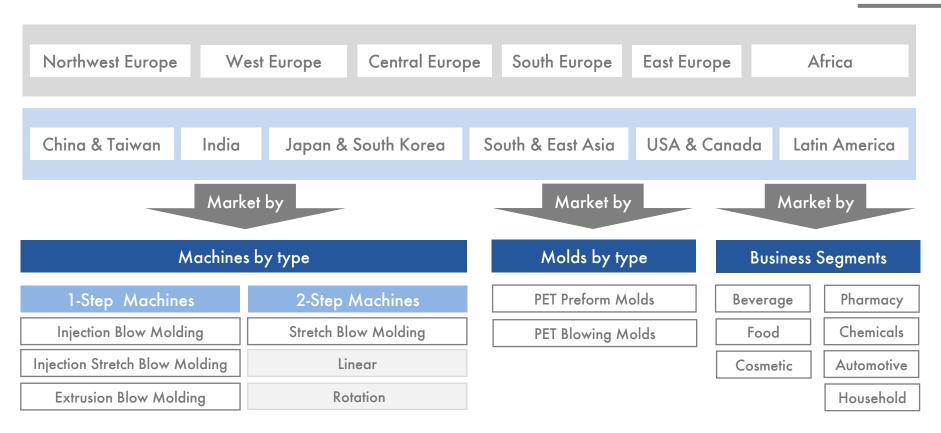
**Executive Reports** 

Pivot Tables

# IC Market Tracking® Blow Molding Worldwide 2021



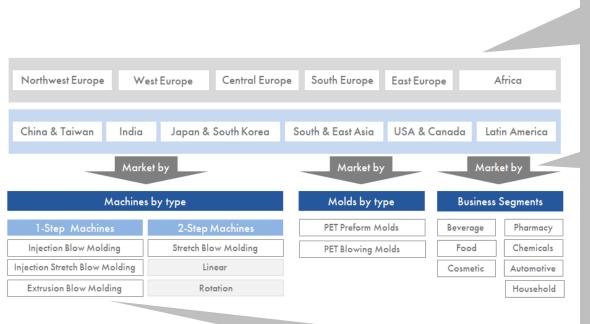
Market Structure



The total market, market shares of the top players for the last two years and forecasts for the next three years are available in the study

# Market Structure - Interpretation





- Market data is available for each region separately as well as aggregated for the region package purchased.
- Each region report includes data for the two different machine types
   (1-Step Machines; 2-Step Machines) separately as well as
   aggregated for the total market of Blow Molding Machines in terms of
   value and quantity.
- PEach region report includes data for the two different mold types (PET Preform Molds; PET Blowing Molds) separately as well as aggregated for the total market of Blow Molds in terms of value and quantity.

Each product group is further broken down by various segments.

- Data for 1-Step Machines includes data by Injection Blow Molding, Injection Stretch Blow Molding and Extrusion Blow Molding.
- Data for 2-Step Machines / Stretch Blow Molding Machine includes data by formats as Linear and Rotation
- Data for Mold types includes data by PET Preform Molds and PET Blowing Molds
- For instance the report shows how many Extrusion Blow Molding Machines have been sold from 2018-2024.

  Furthermore, it also shows the sales volume to the beverage segment as well as sales to the six other business segments analyzed.

## **Definition and Demarcation**



**Definitions** 

## Machine Types

Injection Blow Molding

Injection Stretch Blow Molding

Extrusion Blow Molding

Reheat Stretch Blow Molding Machine

Linear Stretch Blow Molding
Machine

Rotary Stretch Blow Molding
Machine

This one-machine is following the one step "hot preform" method. The plastic tube is formed by injection and is then positioned in a cooled blow cavity which produces an article of a desired shape.

1-step machine for the production of both preform and bottle. The injection modelled preform is withdrawn from the injection cavity while still hot enough to be stretch blown the bottles (for PR,PET and for high capacity containers).

Machine for producing hollow articles like bottles from plastics using extruder, die, clamp unit (press) and mold.

2-step machine for reheating the preforms from cold or hot and for stretch-blow-molding the containers (for PET/PP/PVC or whatever material for rigid plastic containers).

The linear machines have the oven and blow section in a line, sometimes a curved one for that. They are primarily used for smaller outputs.

The rotary machines always have the blow cavities on a carousel and might have the ovens in a linear or rotary fashion.

## Mold Types

PET Preform Molds

Molds for dedicated production of preforms for blow molding.

PET Blowing Molds

Molds used to give the final form to the containers.







## **Definition and Demarcation**



**Definitions** 

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Northwest Europe

UK, Ireland, Norway, Sweden, Finland, Denmark, Island

West Europe

France, Belgium, Netherlands, Luxembourg

Central Europe

Germany, Austria, Switzerland

East Europe

Poland, Hungary, Czech Republic, Slovenia, Slovakia, Baltics, Bulgaria, Russia, Ukraine, CIS

South Europe

Spain, Portugal, Greece, Italy

South & East Asia

including Middle East, Oceania

Latin America

South America and Central America

# The Unique Mix of Methods and Approaches for Reliable Market Analysis



Methodology



The analysis measures Sell-In data. Sales from the manufacturer to the first distribution partner. OEMs are not taken into account.



Basis of the analysis are surveys electronic questionnaires and telephone interviews - with the most important manufacturer as well as interviews with industry experts.



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



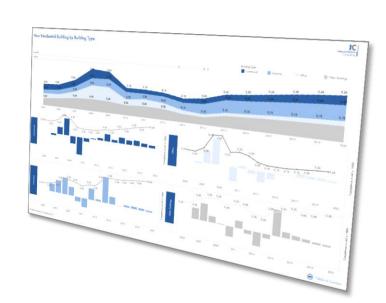
IC Cockpit

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

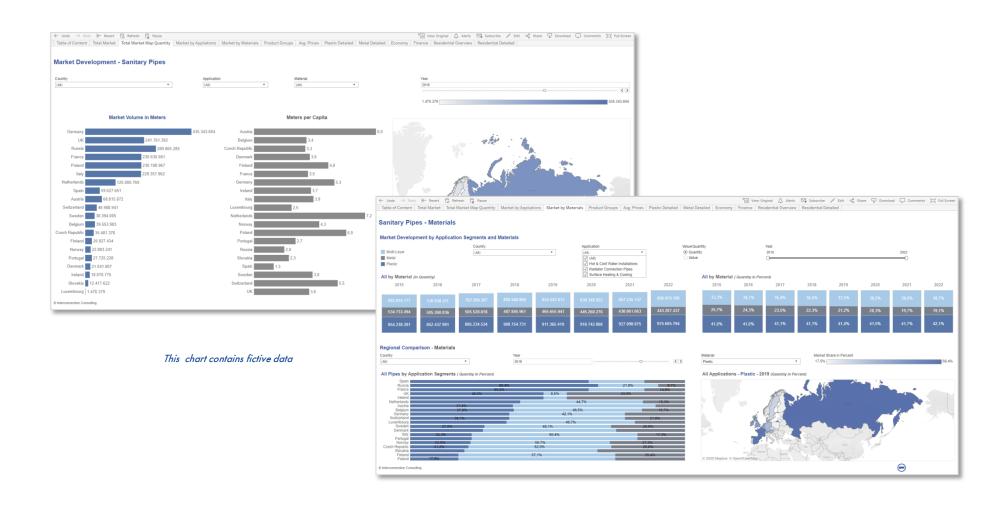
- Market data are available wherever you have internet access
- You can also export the data as .jpg, .csv or .pdf file

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



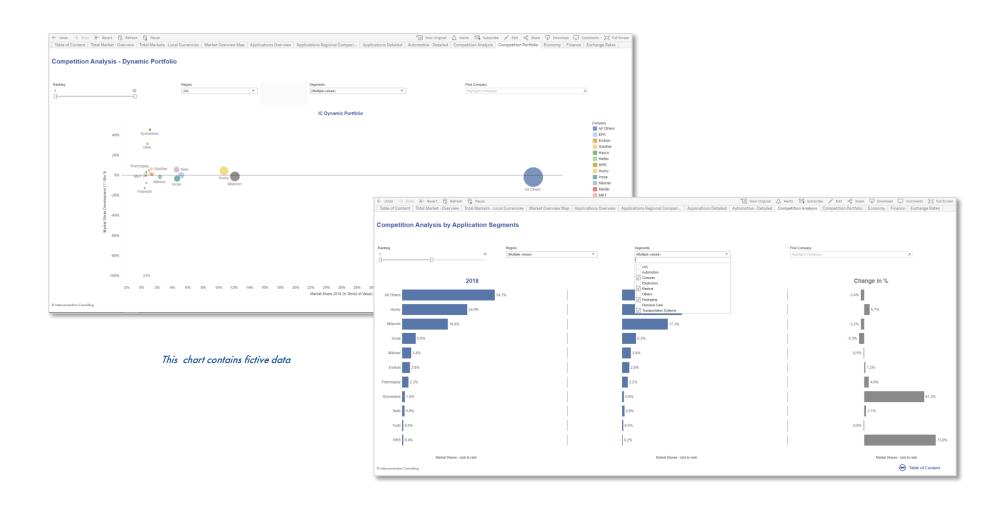
IC Cockpit



# Sample Cockpits for Competition Data



IC Cockpit



# Additional Deliverables Executive Summary and Pivot-Tables



Sample Charts



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

# Content of the Report Overview of the Included Dashboards



IC Cockpit

### TOTAL MARKET

- Total Market Regional Comparison
- Total Market Development by Regions

## **PRODUCT GROUPS**

- Regional Market Development by Machine Types in Terms of Value and Quantity (in absolute figures and percent)
- Regional Market Development of Machine Types detailed (Value/Quantity and Change YoY, Average Price and Change YoY)
- Regional Market Development by Mold Types in Terms of Value and Quantity (in absolute figures and percent)
- Regional Market Development of Mold Types detailed (Value/Quantity and Change YoY, Average Price and Change YoY)

#### **BUSINESS SEGMENTS**

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

### **COMPETITION ANALYSIS**

- Market Shares by Machine Types and Regions in Terms of Value and Quantity
- IC Dynamic Portfolio by Machine Types (BCG Matrix)
- Market Shares by Mold Types and Regions in Terms of Value and Quantity
- IC Dynamic Portfolio by Mold Types (BCG Matrix)
- Market Shares by Business Segments and Regions in Terms of Value

### **MARKET DRIVERS**

- Economic Indicators (Real GDP Change, Personal Disposable Income, Recorded Unemployment...)
- Financial Indicators (Government Budget Balance, Gross Fixed Investments, Inflation)

## Investment Plan for Your Market Research



IC Market Tracking® Blow Molding Worldwide 2021

**Prices & Conditions** 



- \* 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.

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

# Selected References of Our Plastic Machinery Reports



References

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

Herr Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe





















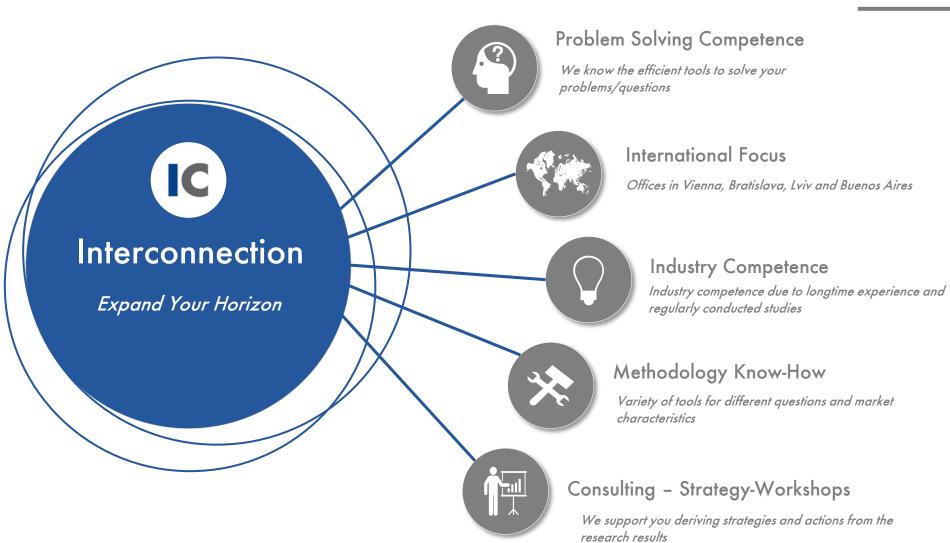




# Interconnection Provides Data for Corporate Decisions



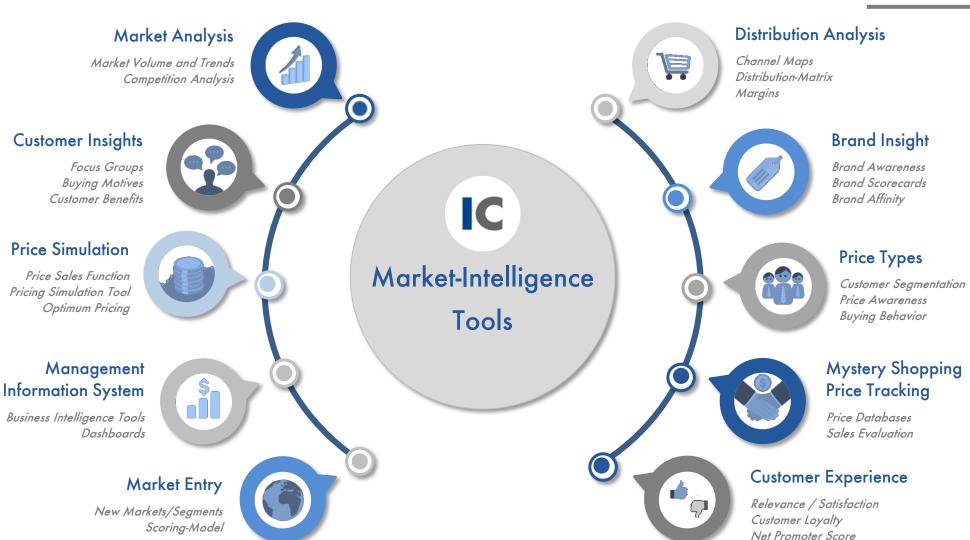
About Interconnection



# Our Market-Intelligence Tools



Market Intelligence





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 - 29

Fax: +43 585 46 23 - 30

kollar@interconnectionconsulting.com



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

www.interconnectionconsulting.com

FAX: +43 1 585 46 23 30

E-Mail: office@interconnectionconsulting.com



# Yes, we would like to order the IC Market-Tracking® Blow Molding Worldwide 2021

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

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☐ Worldwide Report					
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Full Flexibility – Within the sum of country reports can be changed	·			✓	
Web-Conference with the analyst free of charge ✓					
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## 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 client's logo as reference until revocation.

### Scale of discounts

from 5,000.- EUR 10% from 10,000.- EUR 25% from 15,000.- EUR 30% from 20,000.- EUR 35%