

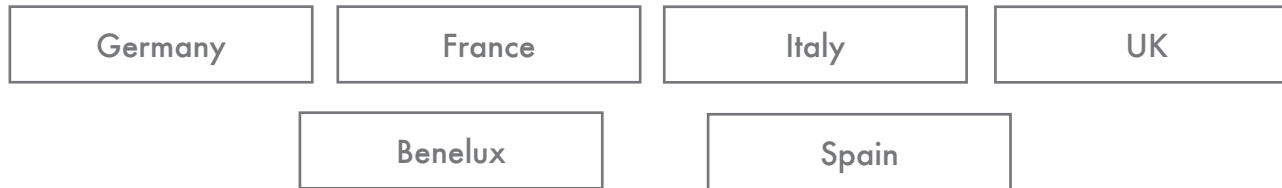
IC Market Tracking Refrigeration Compressors 2019

- Germany
- France
- Italy
- UK
- Spain
- Benelux

Your Benefits at a Glance

- ✓ You will receive an overview of the **overall market** in addition to **individual market segments**.
- ✓ A detailed **presentation of the key markets by country and forecasting until 2021** based on our econometric forecast model.
- ✓ **A competitive analysis with the provider market shares** and examination of the development during previous years in terms of:
 - Total & Regional Markets
 - Product Groups (Commercial Compressors, Industrial Compressors)
 - Product Types (Hermetic, Semi hermetic reciprocating, Screw semi hermetic, Hermetic Scroll, Open reciprocating)
 - Compressors by Output (<2 HP, 2 - 7 HP, 7 - 20 HP, 20 - 100 HP, > 100 HP)
 - Refrigerant type (HFC, Hydrocarbons / Propane, CO2)
 - Application Type (Food Service, Food Retail, Food Processing, Distribution Cold Store, Chemical & Pharmaceutical)
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.





Product Groups		Compressors by Output	Refrigerant Type	Application Type Commercial	Application Type Industrial
Commercial Compressors	Industrial Compressors	<2 HP	HFC	Food Retail	Food Processing
		2 - 7 HP	Hydrocarbons / Propane	Food Service	Distribution Cold Store
Hermetic reciprocating	Open reciprocating	7 - 20 HP	Co2		Chemical & Pharmaceutical
Semi hermetic reciprocating	Semi Hermetic/Screw	20 - 100 HP			
Hermetic Scroll		> 100 HP			

Product Groups

Reciprocating compressor

A reciprocating compressor or piston compressor is a positive-displacement compressor that uses pistons driven by a crankshaft to deliver gases at high pressure.

Hermetic

Compressors which are hermetically sealed, and cannot be opened for repair.

Semi hermetic reciprocating

A semi-hermetic uses a large cast metal shell that can be opened to replace motor and pump components.

Screw semi hermetic

A compressor in which compression is accomplished between two intermeshing, counter-rotating screws.

Compressors by Output

Food Service

Hotels, restaurants, catering, etc.

Food Retail

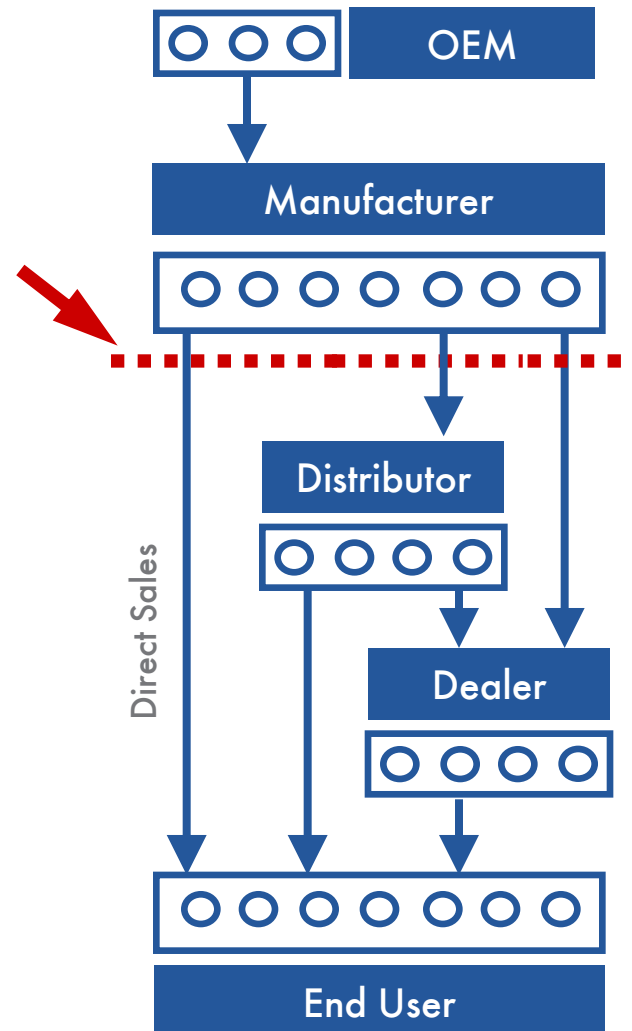
a) General Food Retail: Supermarkets, Hypermarkets, Convenience Stores, Forecourt Retailers
b) Specialized Food Retail: Butchers, Bakers, Fish Mongers, etc.

Food Processing

Food packaging, slaughterhouse, meat packing, fish processing.

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.



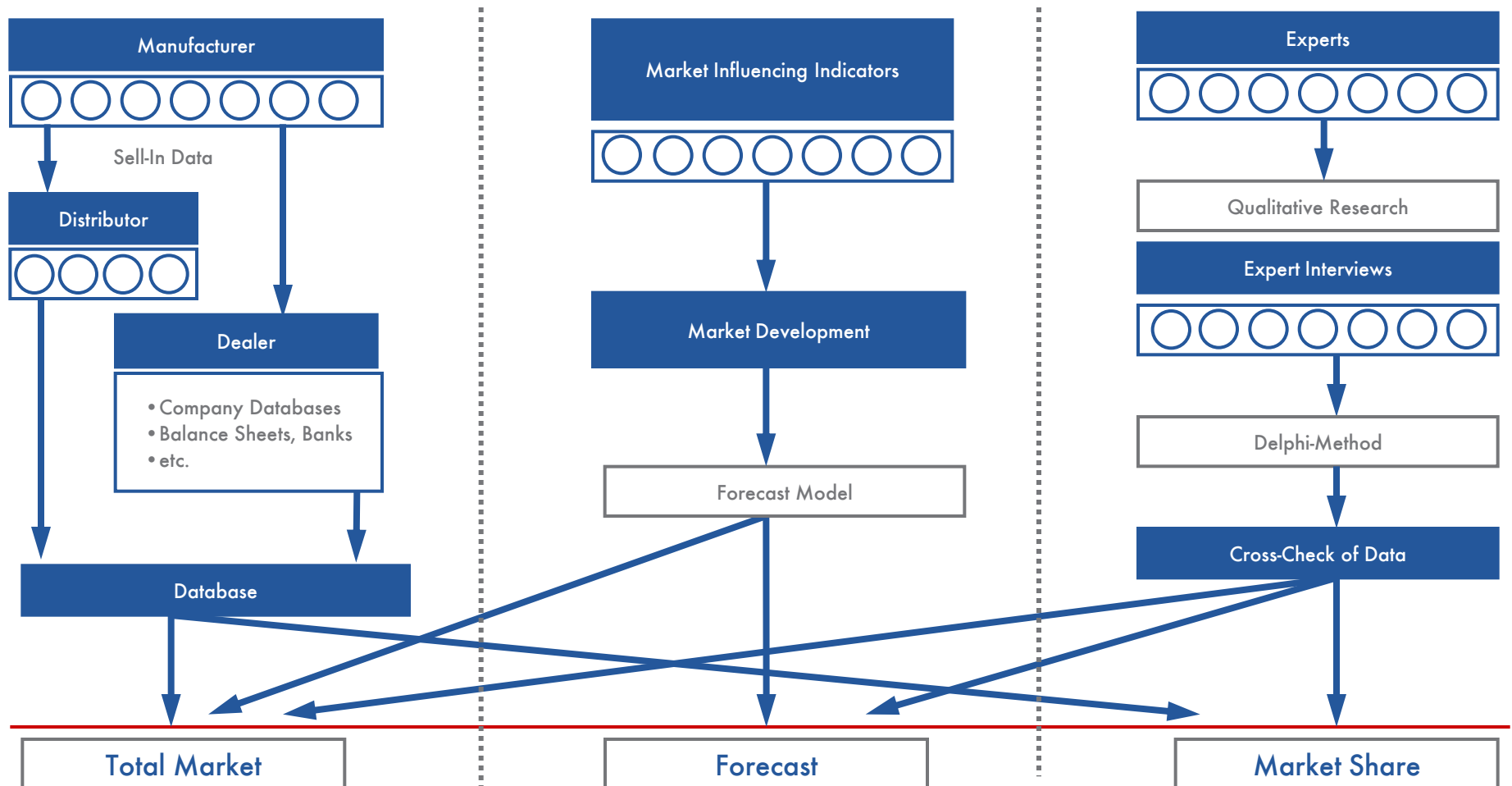
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

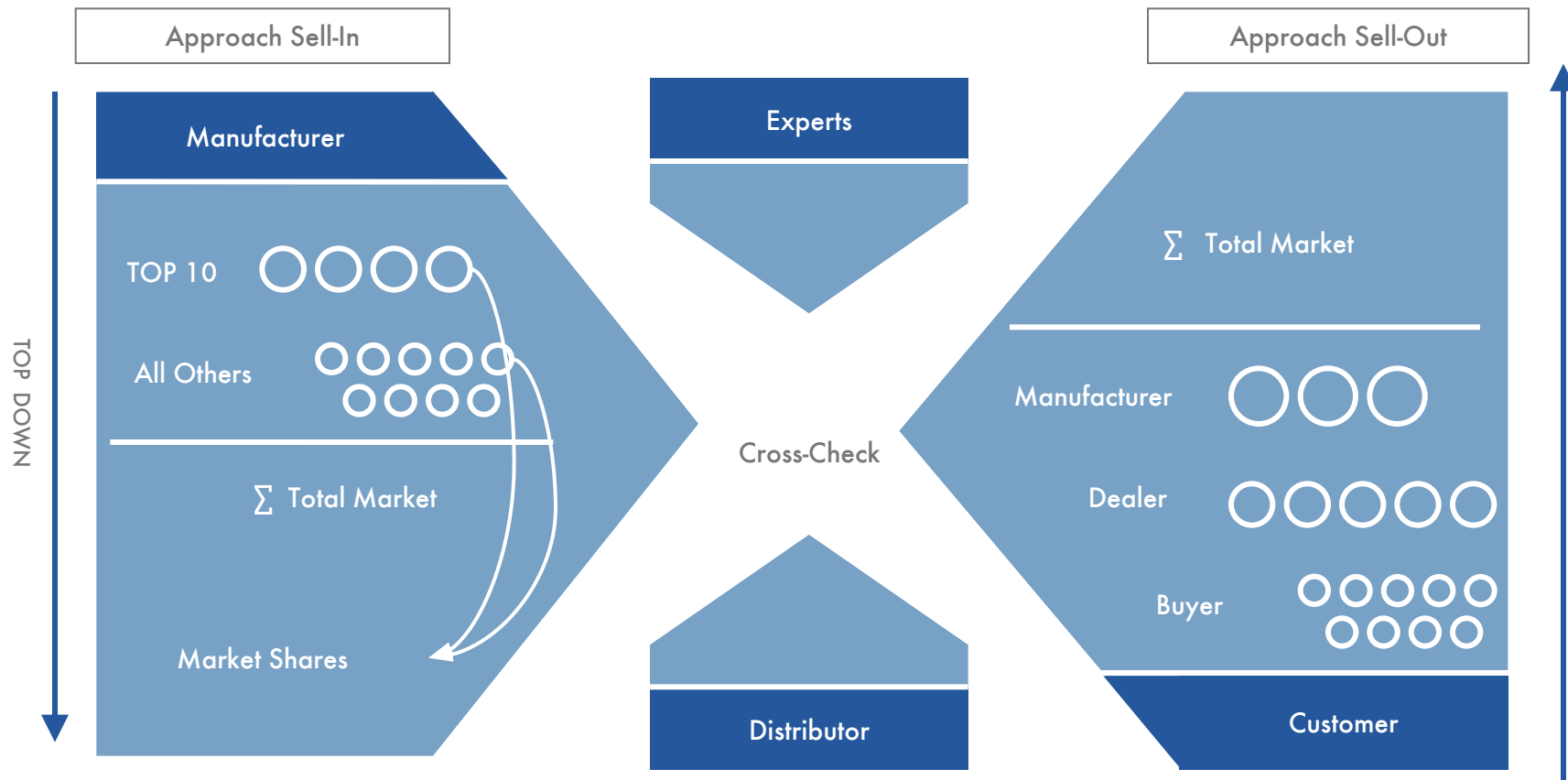
Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology

Methodology



Data of Manufacturers Aligned with Market Calculation



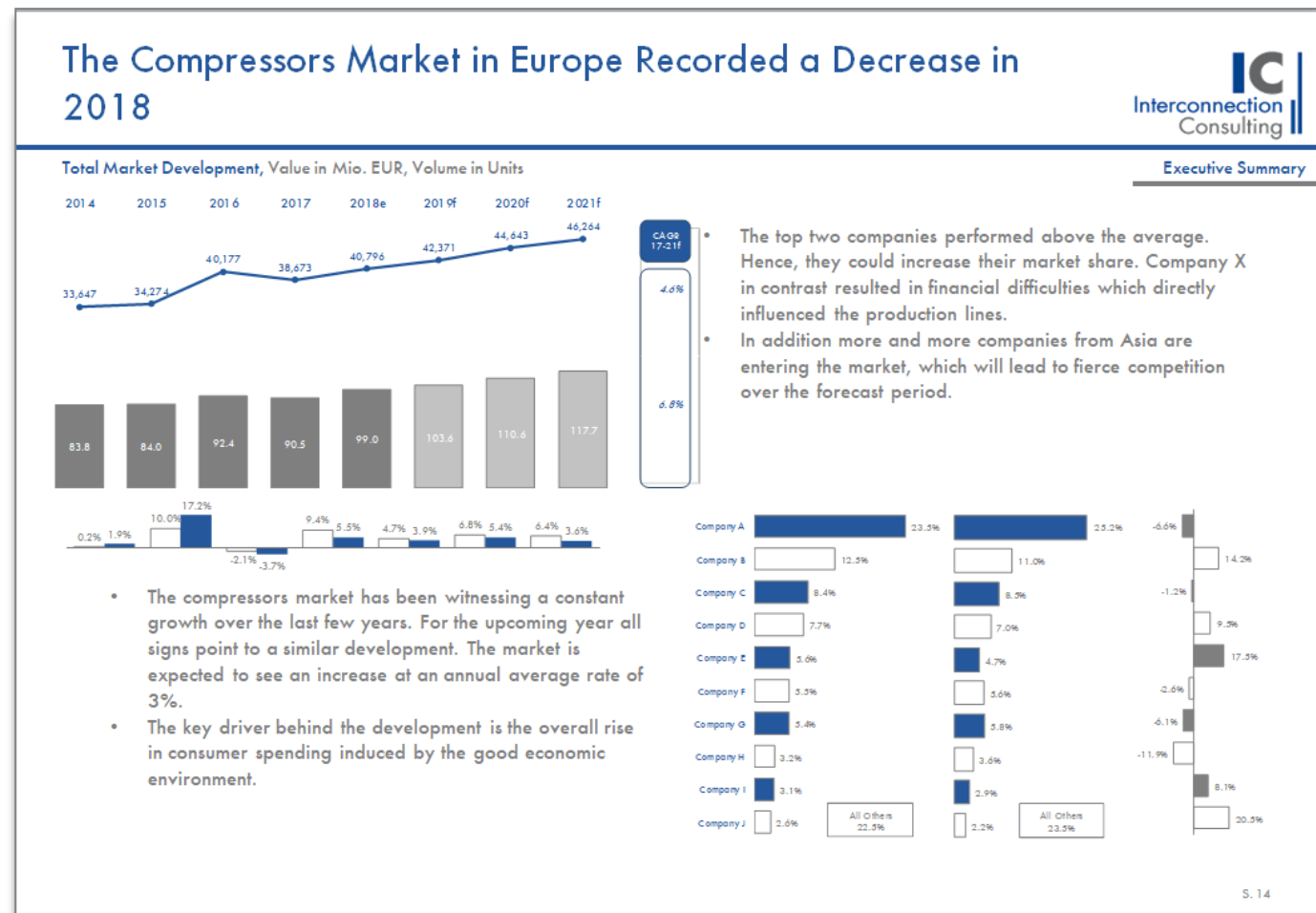
The IC Market Tracking® is modularly built and consists of the following sections:

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.
- 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.

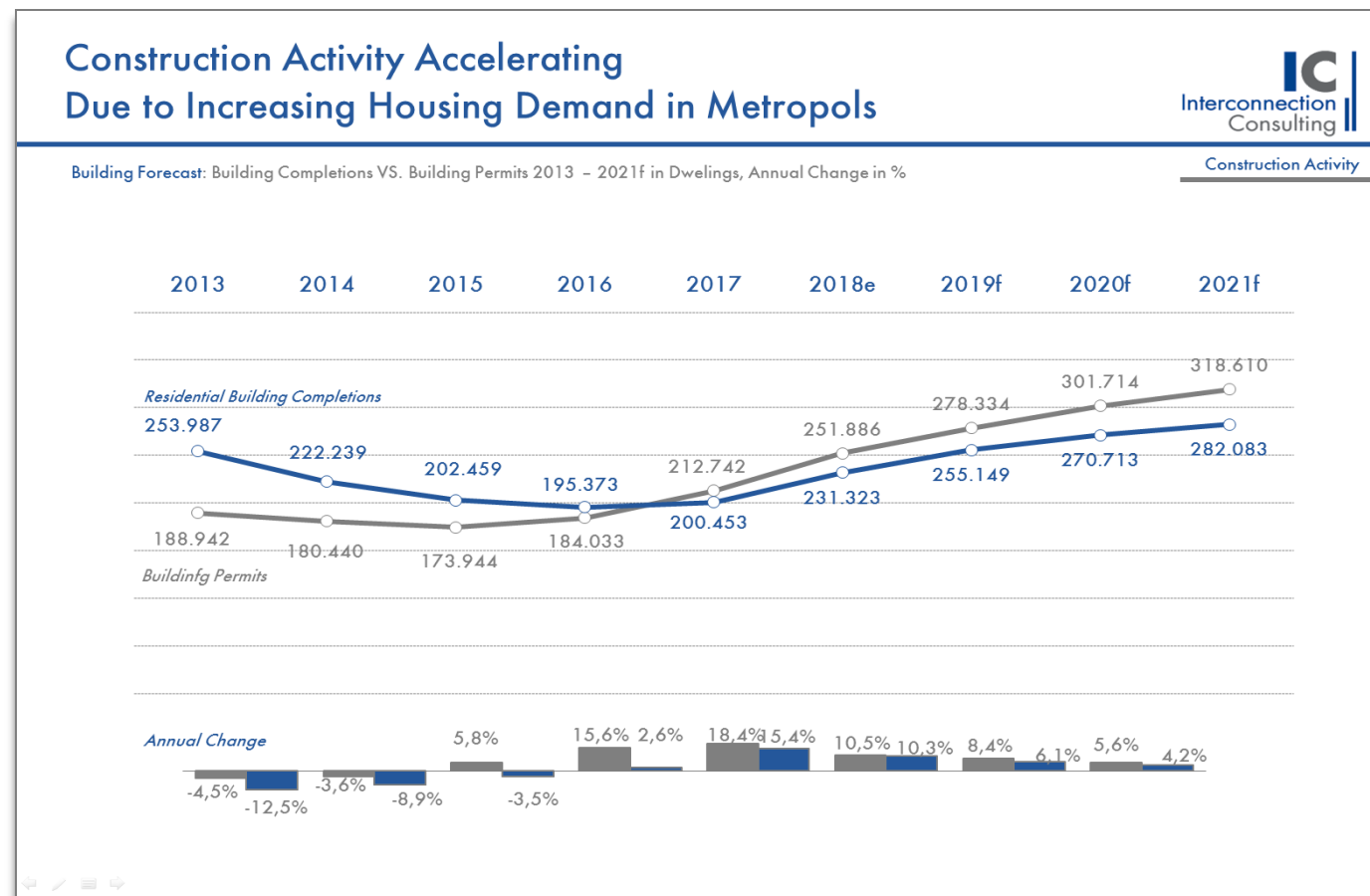
Executive Summary at the Beginning of the Report

- The executive summary comprises all relevant information of the report in poignant and precise manner. Forecast and competition situation is highlighted.
- This chart shows sample figures



How Is the Market Environment Developing?

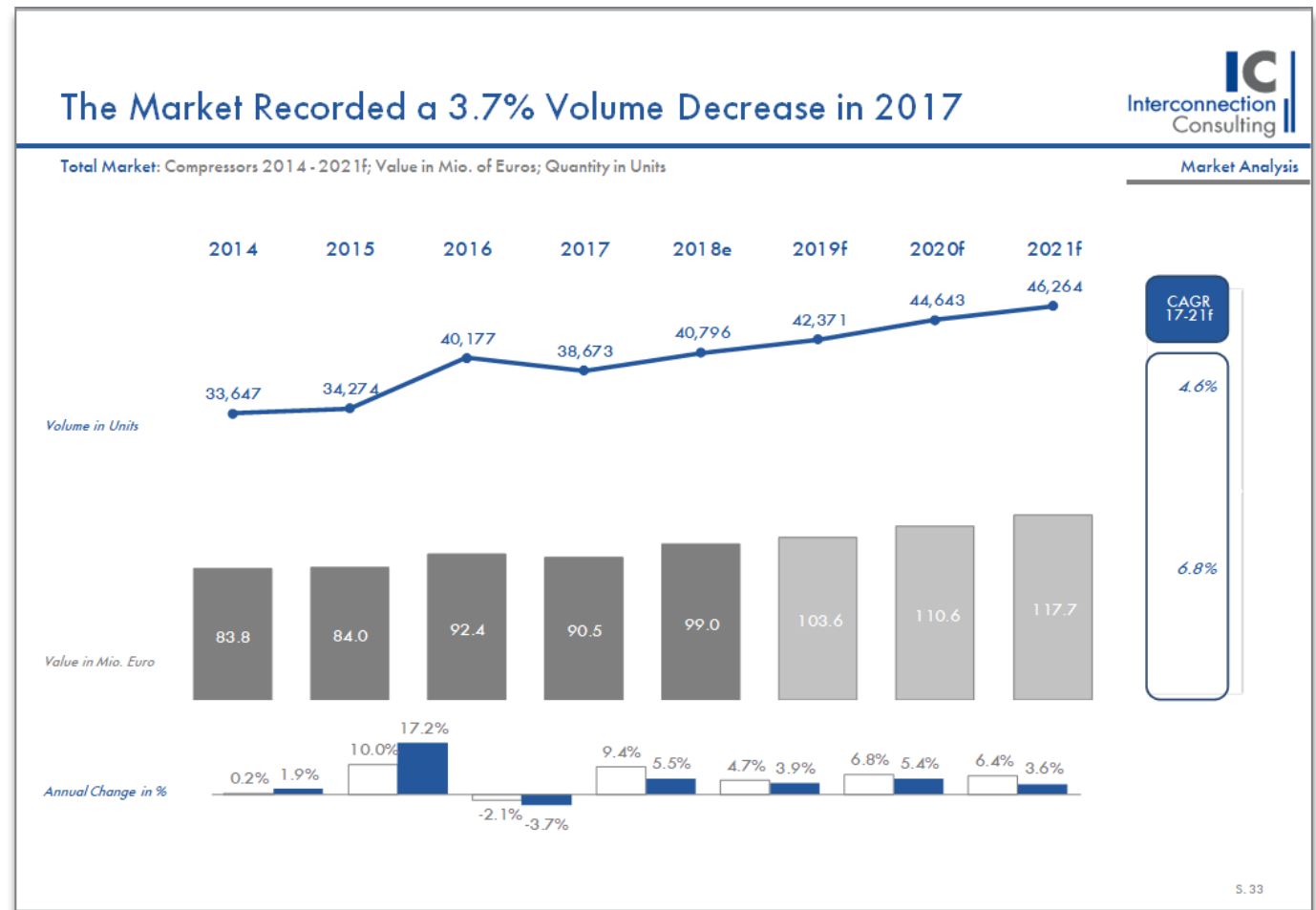
- ❑ Overview of the *Development* of relevant micro- and macro economical market influencing Factors.
- ❑ This Sample Chart shows fictive figures.



Total Market Development

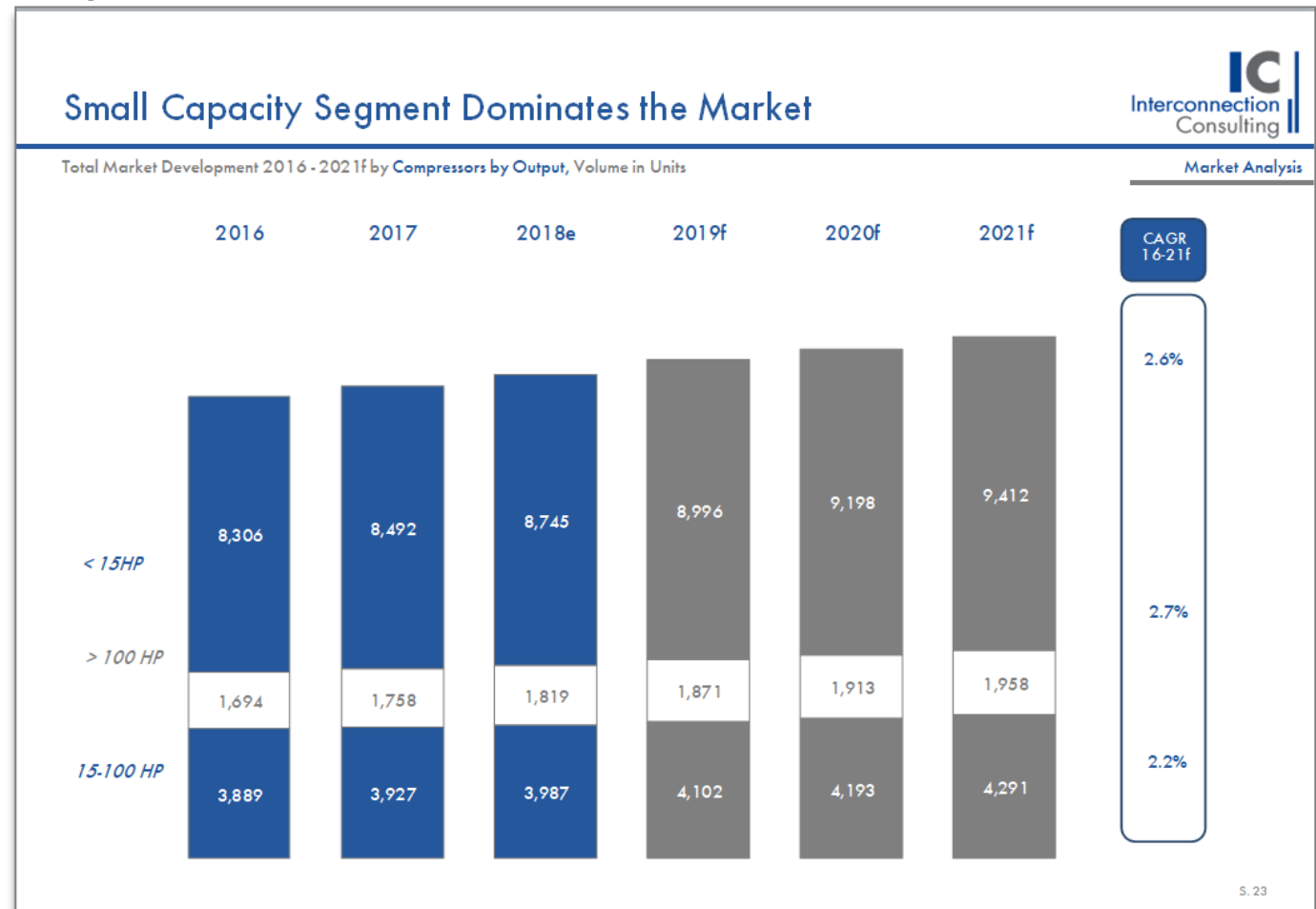
Sample Charts

- ❑ *Presentation of Total Market & Forecasts for the next three years.*
- ❑ *Overview of Market Development according to regions, market segmentation in different customer segments.*
- ❑ *This Sample Chart shows fictive figures.*

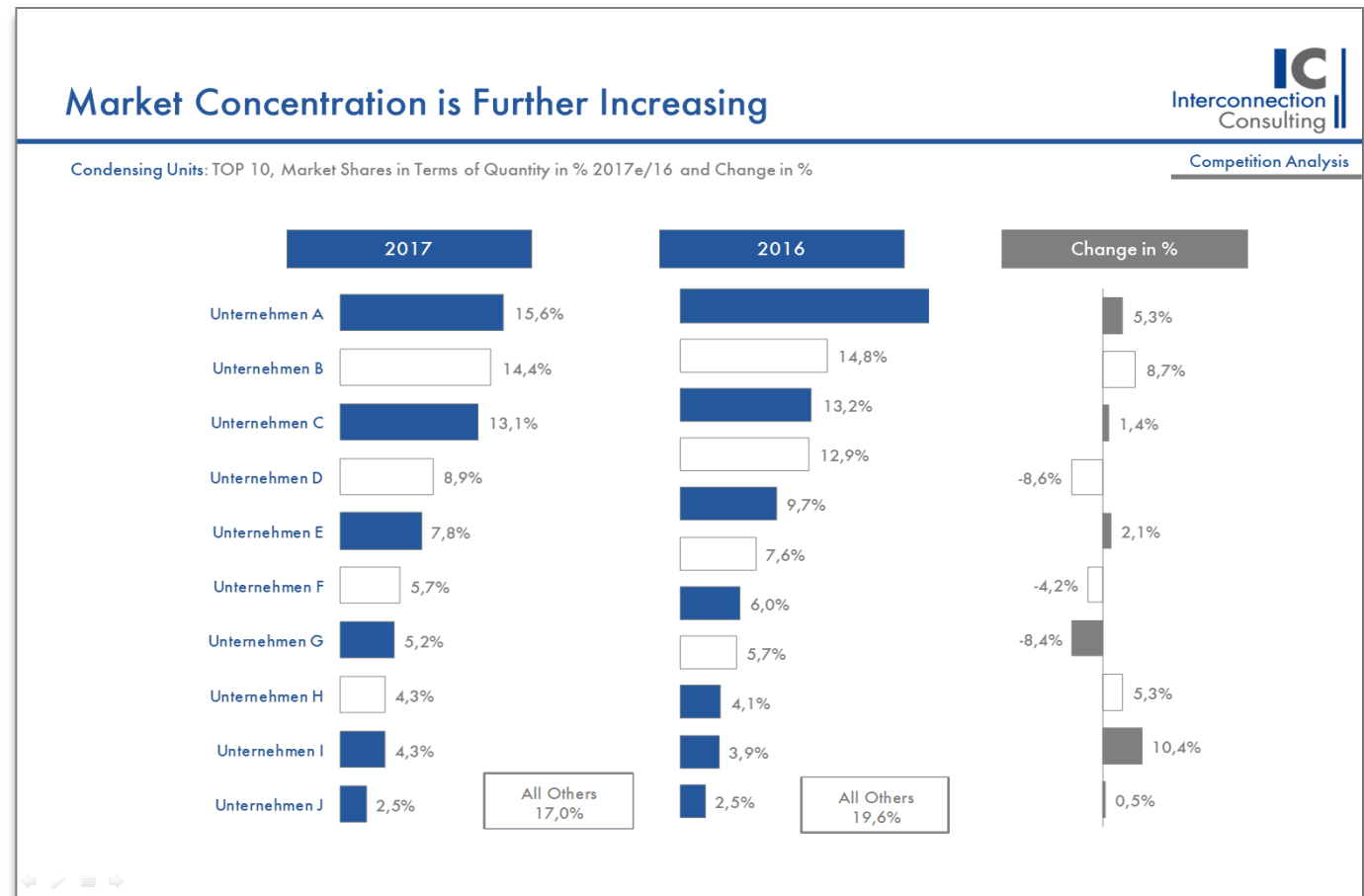


Product Group Analysis

- ❑ *Presentation of different **Segments** and their **Market Shares***
- ❑ *Forecasts for the next three years*
- ❑ *This Sample Chart shows fictive figures.*



- ❑ Detailed presentation of most important companies regarding market shares, development, etc.
- ❑ This Sample Chart shows fictive figures.



- Additionally to the visualised report a Pivot Table will be included
- This tool allows individual and selective analyses to be made by the user with the available data, especially when it comes to future trend and segmentation modelling.
- Pivot tables are available for the competition analysis as well as for the total market and forecast studies.

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	8.825	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

Dieses Chart zeigt fiktive Zahlen zur Illustration

	Single Issue	IC Subscription *	Scale of Discounts
Europe Total **	€ 14.160,-		€ 5.000 -10%
Single Country	€ 2.950,-		€ 7.500 -15%
			€ 15.000 -20%
Available countries	Germany	France	Italy
		Spain	UK
			Benelux

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** Price taking into account the scale of discount
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- One time a year **free web conference** with the Analyst of the report (presentation of key results, background information, answering of questions)
- **Info-Hotline**: answering of questions with regards to the report and on methodological issues relating to market research
- **Flexible subscription packages**: 2-year intervals, alternating countries, product change, etc., if possible. Conditions on request
- **Easy termination**: After 2 issues each subscription can be terminated easily

Interconnection Delivers Data for Company Decisions

- Interconnection is the leading institute for market data in the construction industry.
- Our studies support the leading companies in defining targets and marketing strategies, including 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 several industries.
- Next to market data we offer for the construction branch Ad-hoc studies in the field of distribution analyses, pricing, market entry strategies, customer satisfaction, image analyses etc.
- Our Consultant supports companies also when it comes to translating data into actions, i.e. the development of marketing strategies.



Our Market-Intelligence Tools

Market Analysis



Market Volume
Market Shares & Entry
Competition Analysis

Distribution Analysis



Channel Map
Distribution Matrix
Margins

Customer Insight



Focus Groups
Buying Motives
Customer Benefits

Market Forecasts



Indicator Models
Life Cycle Models
Econometric Analysis

Brand Analysis



Brand Scorecards
Brand - Triangle
Brand Affinity

Customer Satisfaction



Importance/Satisfaction
Portfolios
Customer Loyalty
Customer Typology

Price Research



Price-Sales-Function
Price-Simulation-Tool
Optimal Pricing

E-Commerce



E Commerce Insights
Search Engine Marketing
Web Channel Analysis

„IC is a permanent partner of ours and provides helpful data for decisions.“

Mr. Bernd Blümmers

Directeur General, Saint-Gobain Solar Systems, Central Europe, Aachen

Customers of our Reports



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

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we show you the way

Factsheet: IC Market Tracking®

Compressors in Europe 2019

Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 70
- Optional: Hard Cover

Price

- per country: 2.950 €
- all regions: 14.160 €
- 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.

Content:

Structure of Study

Language of the report

English, German on Request

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: consumer behaviour, main economic indicators etc. Import & export statistics

Total Market Analysis

Total market development and forecasts for all market segments in quantity and value by regions, product groups, business segments, customer segments, distribution channels and opening types.

Competitive Analysis

Market development by value for each region and segment. Market shares of the top manufacturers for each region.

Market Structure

Regions

Germany, UK, France, Italy, Spain, Benelux

Compressors by Type

Hermetic, Semi hermetic reciprocating, Screw semi hermetic, Hermetic Scroll, Open reciprocating

Compressors by Output

<2 HP, 2 - 7 HP, 7 - 20 HP, 20 - 100 HP, > 100 HP)

Refrigerant Type

HFC, Hydrocarbons / Propane, CO2

Application Type

Food Service, Food Retail, Food Processing, Distribution Cold Store, Chemical & Pharmaceutical

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 analysed 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.

E-Mail: spiridonov@interconnectionconsulting.com



Yes, we would like to order the
IC Market Tracking® Compressors in Europe 2019
(Please, print out the order form and mark your desired products)



Eastern Europe

- ☐ Germany
- ☐ UK
- ☐ France
- ☐ Italy
- ☐ Spain
- ☐ Benelux
- ☐ All Regions

Single Issue

- 2.950,- EUR
- 2.950,- EUR
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