Interconnection Consulting

IC Market Tracking®

Condensing Units in Europe 2021

www.interconnectionconsulting.com

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 – 2020 for the total market development as well as
  - Condensing Units by Output
  - Customer Type
  - Refrigerant Type
  - Unit Type
  - Temperature Range
- Forecasts from 2021 – 2024 for the total market as well as each analysed product group, product type, cooling type, cooling segment and refrigerant type

COMPETITION ANALYSIS

- Market shares of the top players for 2019/20
  - 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

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What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables

ONLINE-COCKPITS

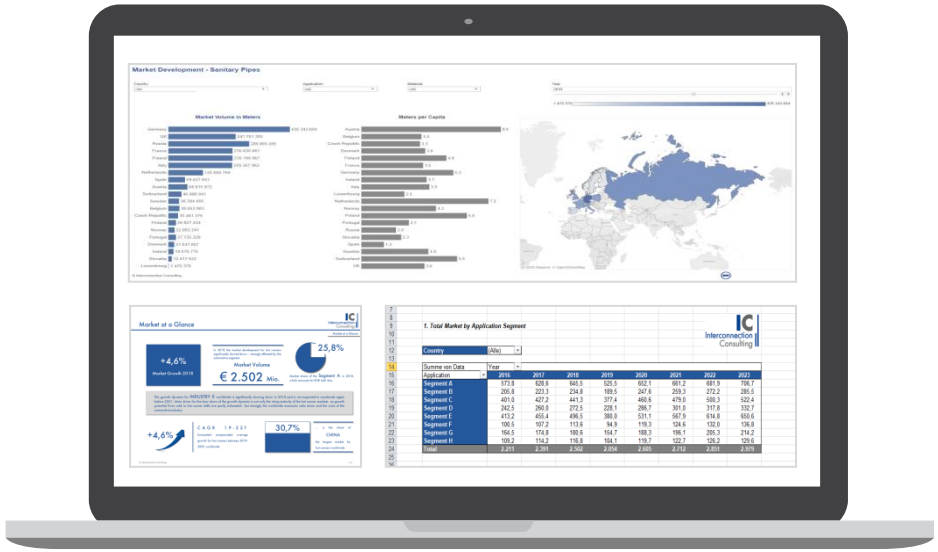
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of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

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

tableau

- Online Dashboards
- Executive Reports
- Pivot Tables

IC Market Tracking® Condensing Units in Europe 2021

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Germany | France | Benelux | Italy

Spain | Poland | UK

Market by ...

Condensing Units by Output		Customer Type	Refrigerant Type	Unit Type	Temperature Range
Hermetic reciprocating <1.5 hp	Semi hermetic-reciprocating 1.5-7hp	Food Service	HFC	Indoor	Low Temperature
Hermetic reciprocating 1.5-7hp	Semi hermetic-reciprocating 7.1-15hp	Food Retail	HFO	Outdoor	Medium Temperature
Hermetic scroll 1.5-7hp	Semi hermetic-reciprocating >15hp	Food Processing	Hydrocarbons / Propane	Monoblock	High Temperature
Hermetic scroll 7.1-15hp			Co2	Bi – Block	
Hermetic scroll >15hp					

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

Market Structure - Interpretation

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Germany | France | Benelux | Italy
Spain | Poland | UK

Market by ...

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Hermetic scroll >15hp					

- Market data are available for each country separately as well as aggregated for the package purchased.
- Each country report includes data for condensing units by output, customer types, refrigerant types, unit types and temperature ranges separately as well as aggregated for the total market of condensing units in terms of value and quantity.
    - Customer types, refrigerant types, unit types and temperature ranges shown in terms of quantity only.

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Definitions and Demarcation

Customer Type	
Food Service	Hotels, restourants, 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.

Temperature	
Low Temperature	-35° C
Medium Temperature	-10°C
Medium Temperature	+5°C

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!"

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The Market Intelligence Tool
Dashboards - The Best Way to Work with Data

A picture says more than 1000 words

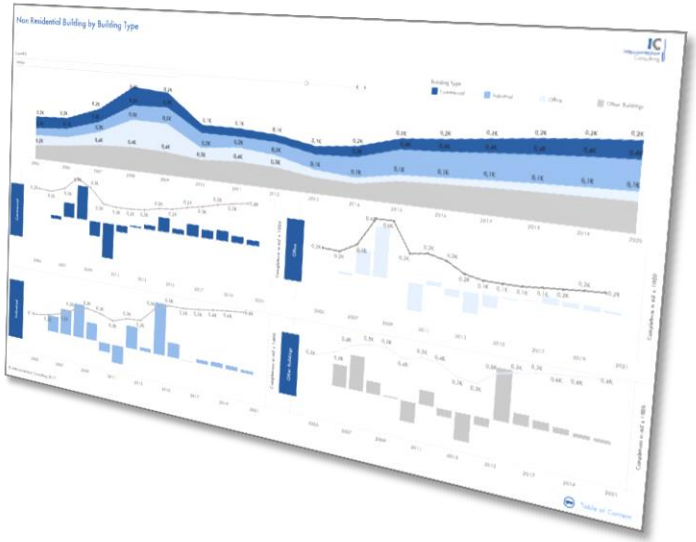
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

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



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Usability of the Market Intelligence Tool

Let's Put it in a Video…

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Sample Cockpits for Market Analysis Data

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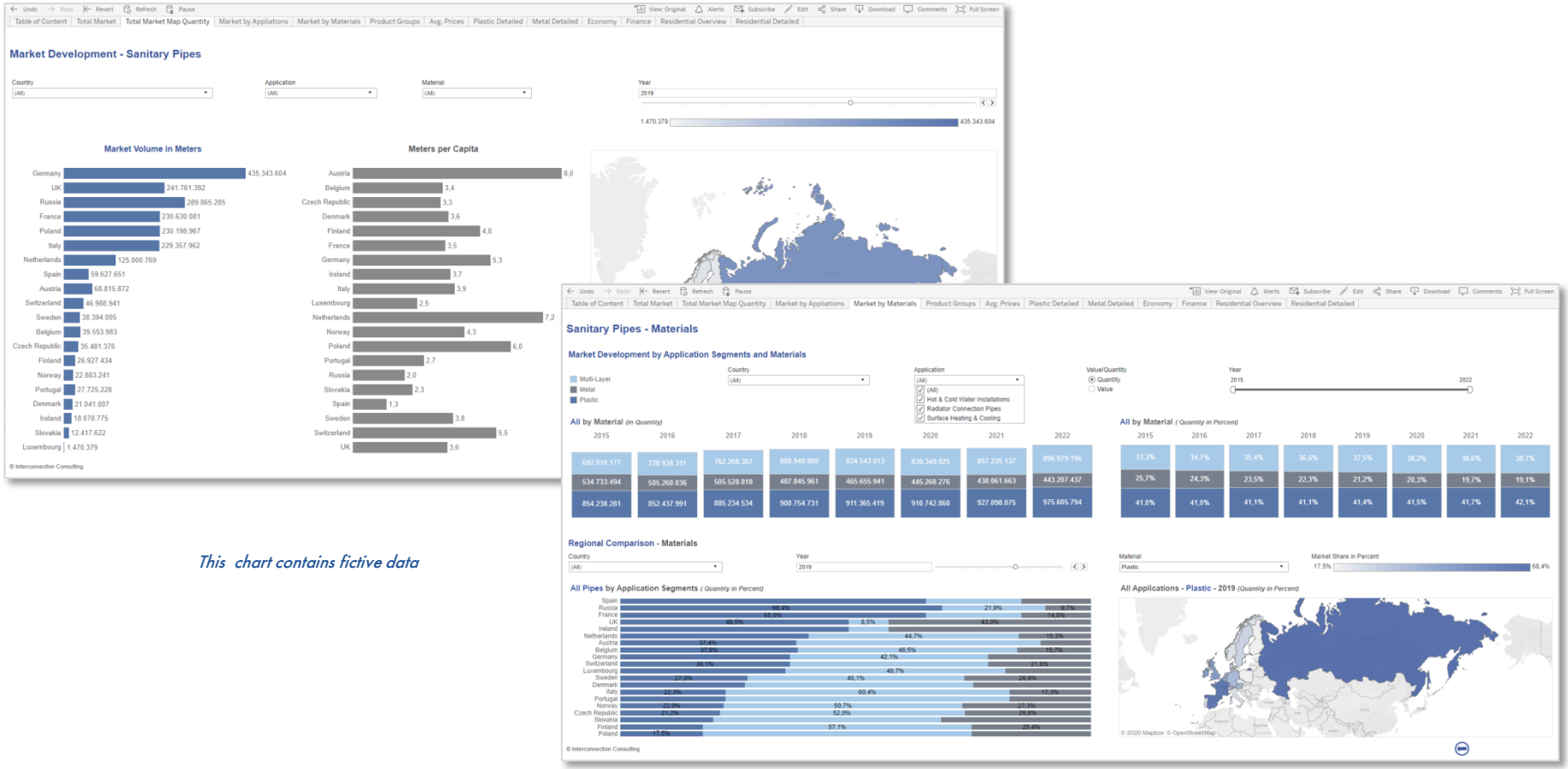
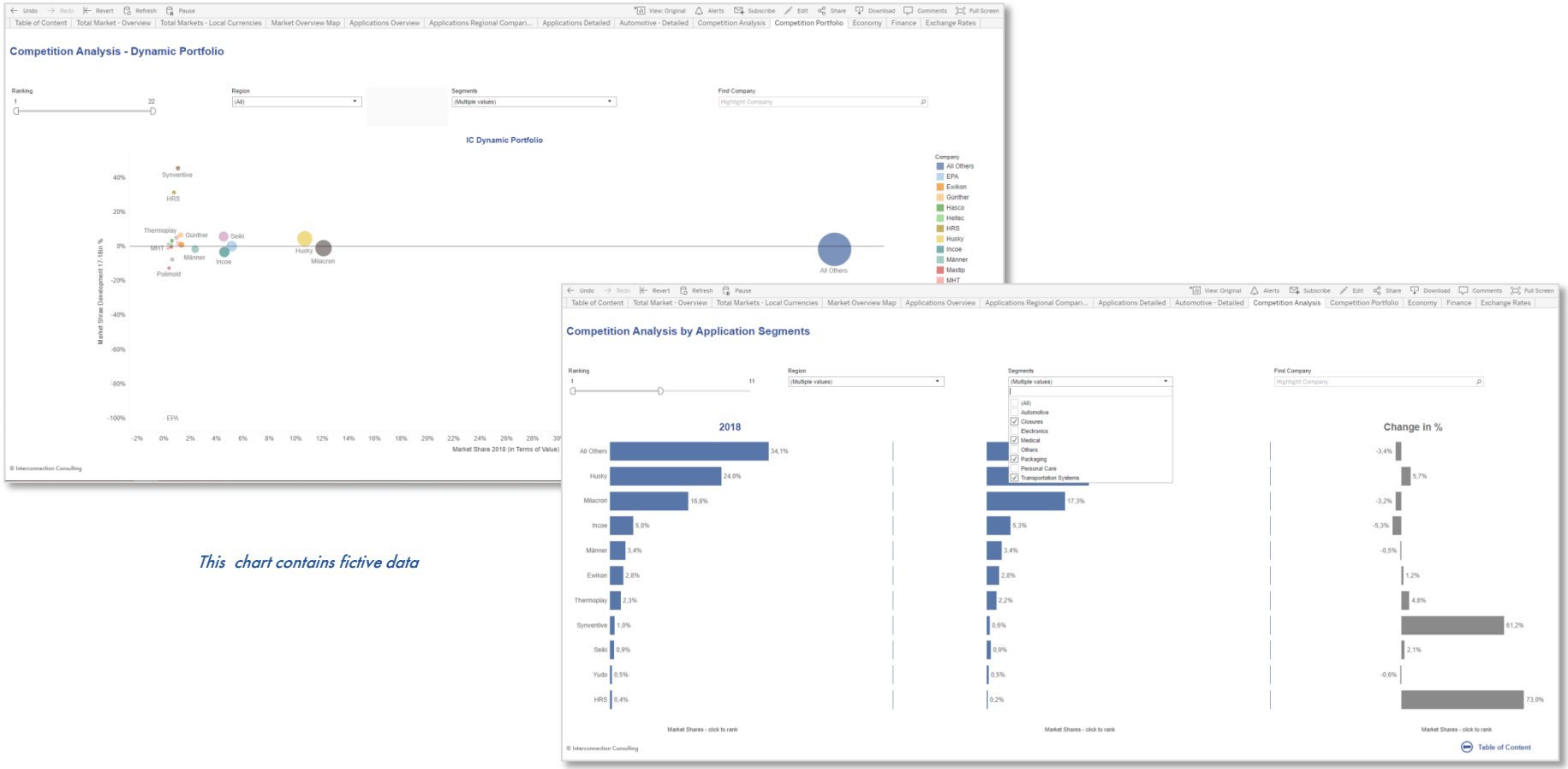
IC Cockpit



This chart contains fictive data

Sample Cockpits for Competition Data



This chart contains fictive data

Additional Deliverables
Executive Summary and Pivot-Tables

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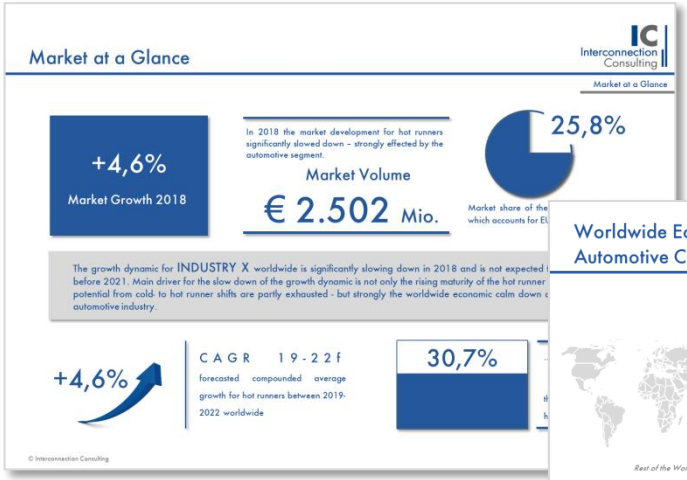
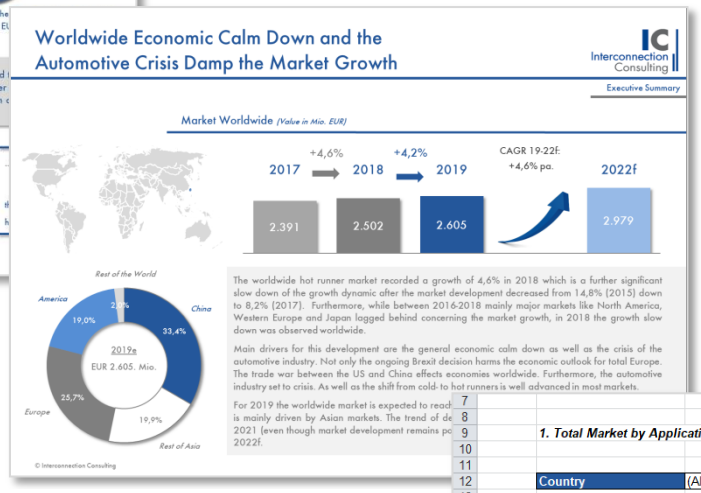
Sample Charts



Executive Summary as PDF (fictive data)



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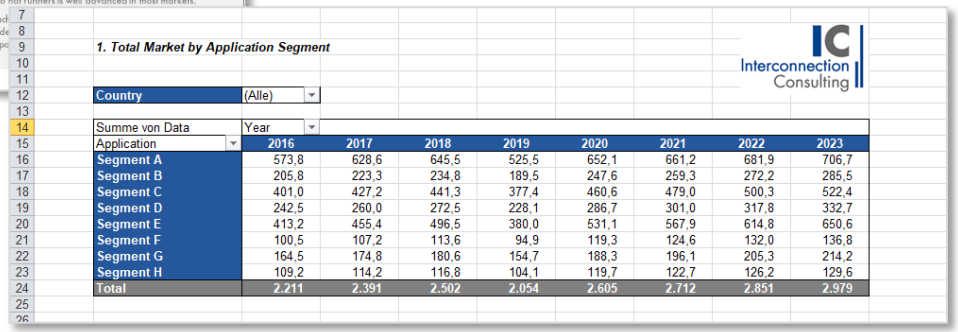

1. Total Market by Application Segment

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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

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

Investment Plan for Your Market Research

	Full Package
Subscription*	€ 14.950,-

Available Countries				
	Germany	France	Benelux	Italy
	Spain	Poland	UK	

BUY NOW

- 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.

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Interconnection Provides Data for Corporate Decisions

Problem Solving Competence

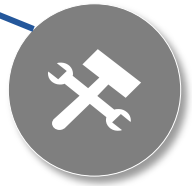
We know the efficient tools to solve your problems / questions

International Focus

Offices in Vienna, Bratislava, Lviv and Buenos Aires

Industry Competence

Industry competence due to longtime experience and regularly conducted studies



Methodology Know-How

Variety of tools for different questions and market characteristics

Consulting – Strategy-Workshops

We support you deriving strategies and actions from the research results

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Our Market-Intelligence Tools

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In case of any questions
please do not hesitate to contact us!

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we show you the way

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Yes, we would like to order the IC Market Tracking® Condensing Units in Europe 2021

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

Please choose from the available countries

☐ Germany ☐ Benelux ☐ Spain ☐ UK
☐ France ☐ Italy ☐ Poland

☐ Full Package.....EUR 14.950.-

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25% price advantage		✓
IC Cockpit – Online Dashboard Solution	✓	✓
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