



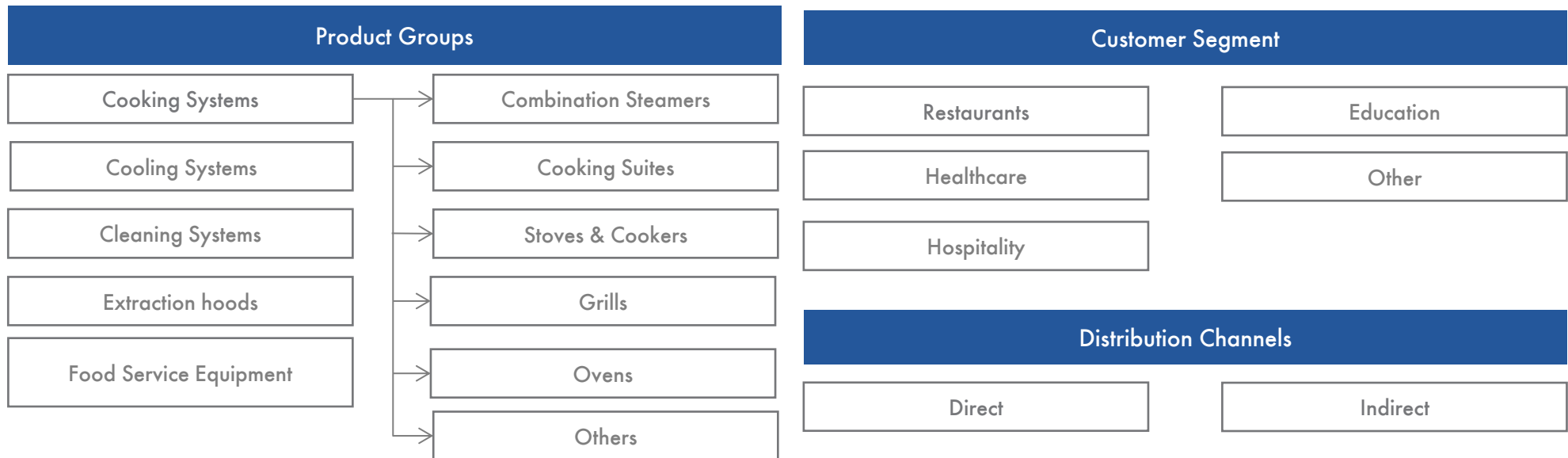
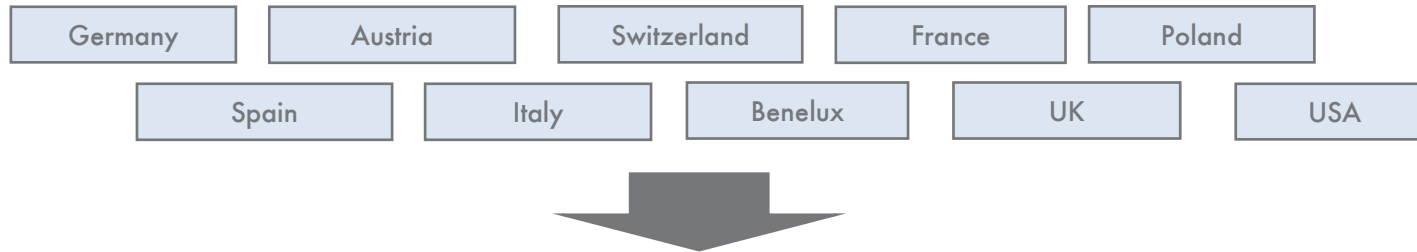
IC Market Tracking Industrial Kitchens/ Commercial Kitchen Technology in Europe 2018

- Germany
- Austria
- Switzerland
- France
- Poland
- Spain
- Italy
- Benelux
- UK
- USA

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
 - Product Groups
 - Customer Segments
 - Distribution Channels
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic Presentation of the results facilitates the development of your own strategies





For each segment, we show the overall market of the last two years and a forecast for the next three years.
We also show the market shares of the Top Players for the last two years (2017/2016)

Definitions and Demarcations

Customer Segment

Restaurants

Hospitality

Healthcare

Education

Others

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

Low-cost, medium-cost, high-cost and fast-food chains, employee restaurants, etc.

Hotels, motels, hostels, resorts and student homes, cruise ships

Kitchens used for Nursing homes, hospitals

Kitchens used in primary and secondary schools, universities and college as well as training centres

Bakery, Coffee shops, cafeteria, transportation (cruise ships), etc.



Product Groups

Cooling Systems

Cleaning Systems

Extraction hoods

Food Service Equipment

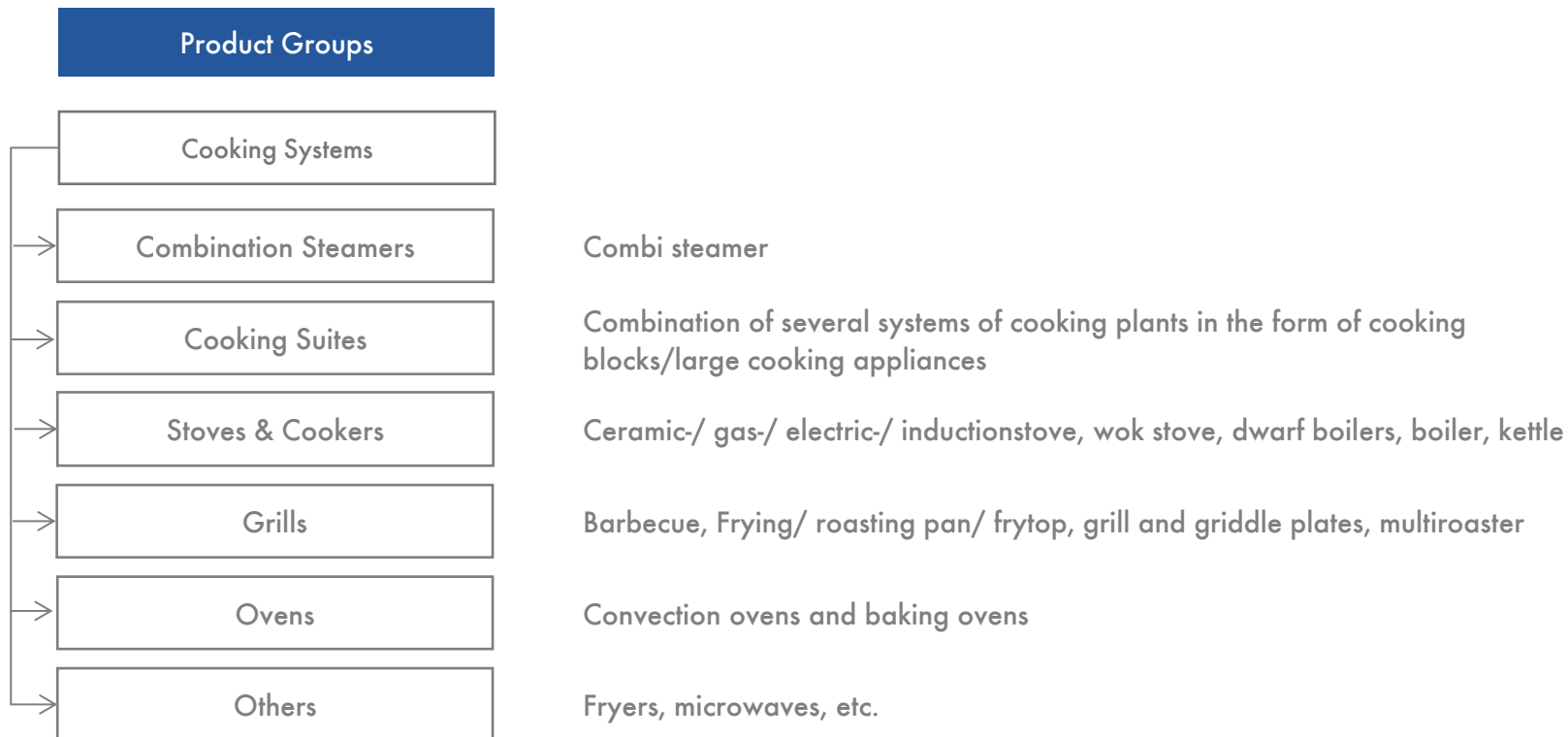
Refrigerators and freezers, ice machines

Dishwashers, glass washers, pot & utensil washers, cutlery polishing machines

Extractor fans, exhaust canopies

For storing (hot/cold) and preserving food as well as displaying it

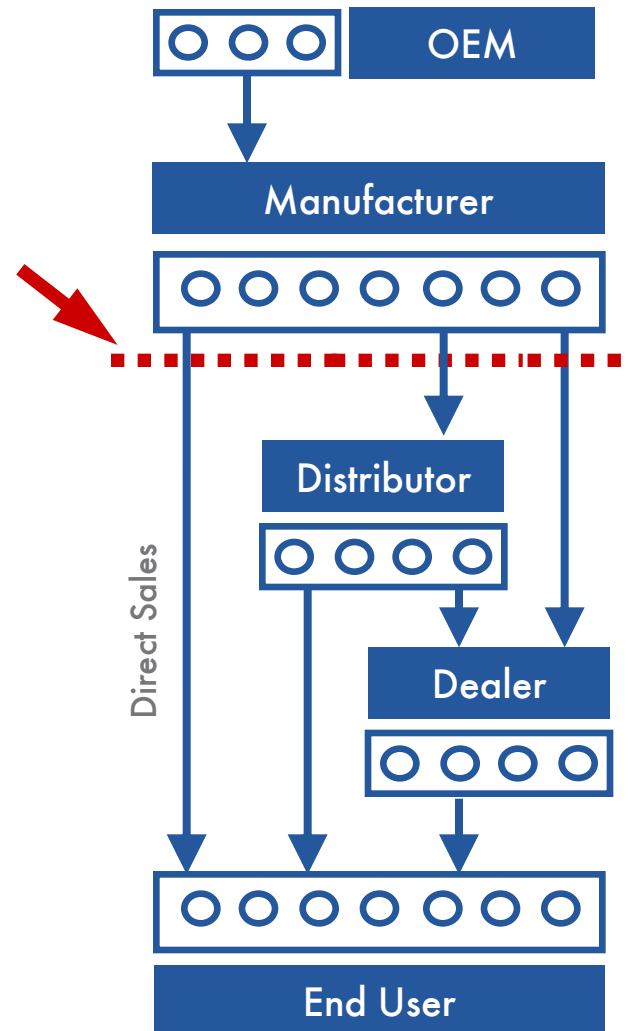




What Do We Measure in Our Reports?

Interconnection measures the total sales at street prices without VAT per branch to the first buyer (without OEM)

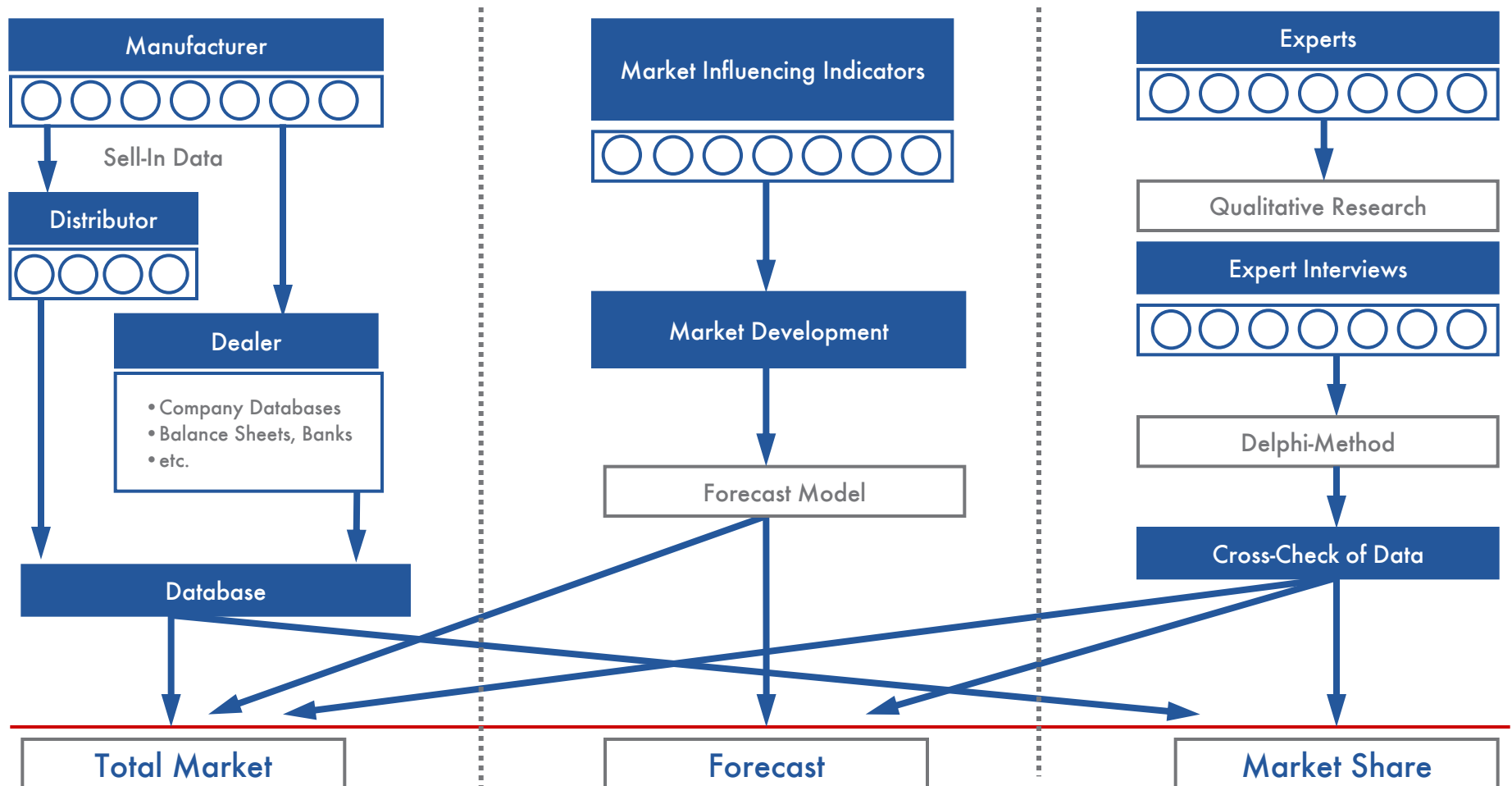
Sales are segmented by the first distribution partner.



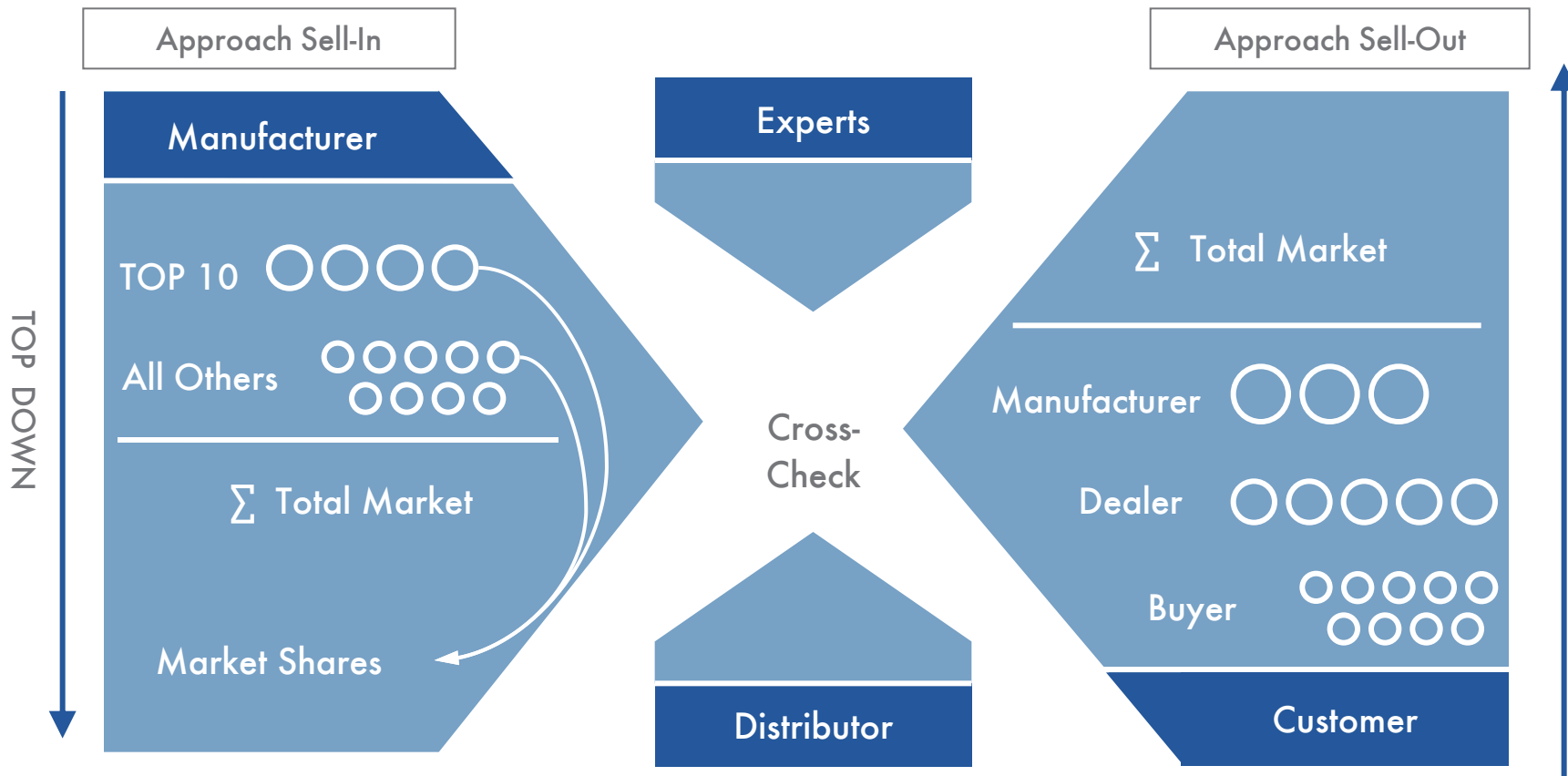
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

How Do We Conduct Our Research?



How Do we Cross Check the Data?



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

Content

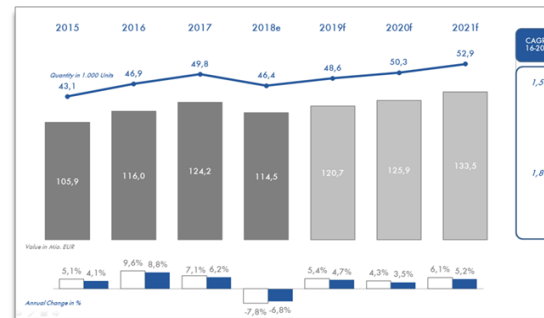
- The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market are analyzed 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 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**. Our Pivot-Table helps you to undertake further in-depth analysis for your individual needs for all companies represented in the study.

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*

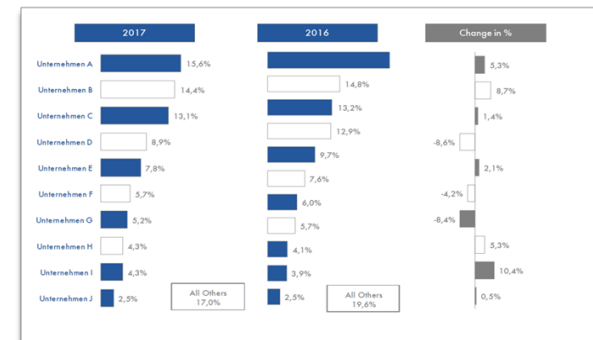
Market Grows With Constant Pace

Total Market: Industrial Kitchens / Commercial Kitchen Technology



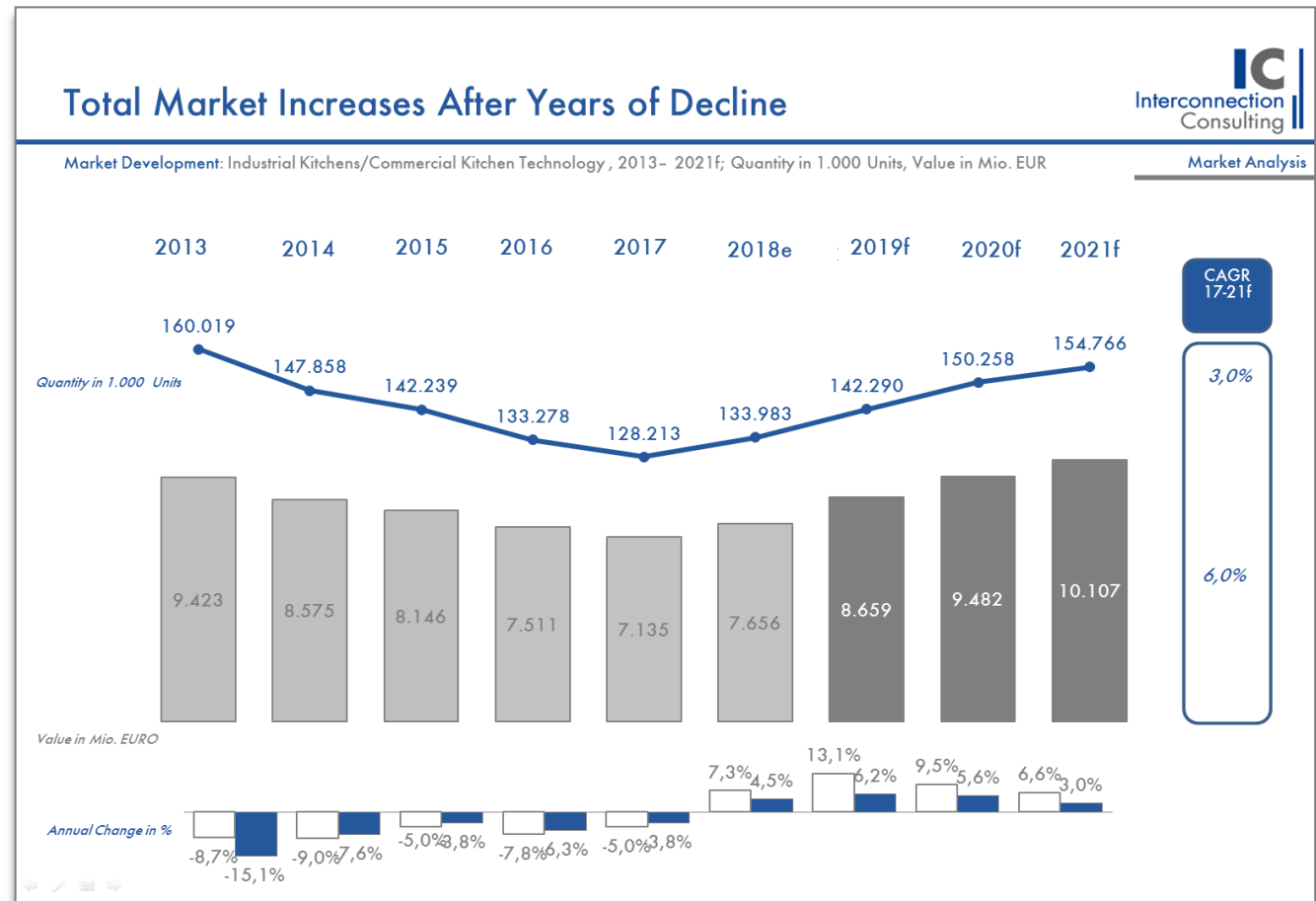
- The top two companies performed above average. Hence, they could increase their market shares. Company G in contrast resulted in financial difficulties which directly influenced the production lines.
- Additionally, more and more competitors from Asia are entering the market. This will lead to fierce competition within the next years.

- The market for Industrial Kitchens/ Commercial Kitchen Technology has been witnessing a constant growth in recent years. For the upcoming year all signs point to a similar development. The market will grow by 3,1% in terms of quantity.
- Key driver behind this development is the economy boom which was induced by government stimulation packages last year.



Total Market Development and Forecast

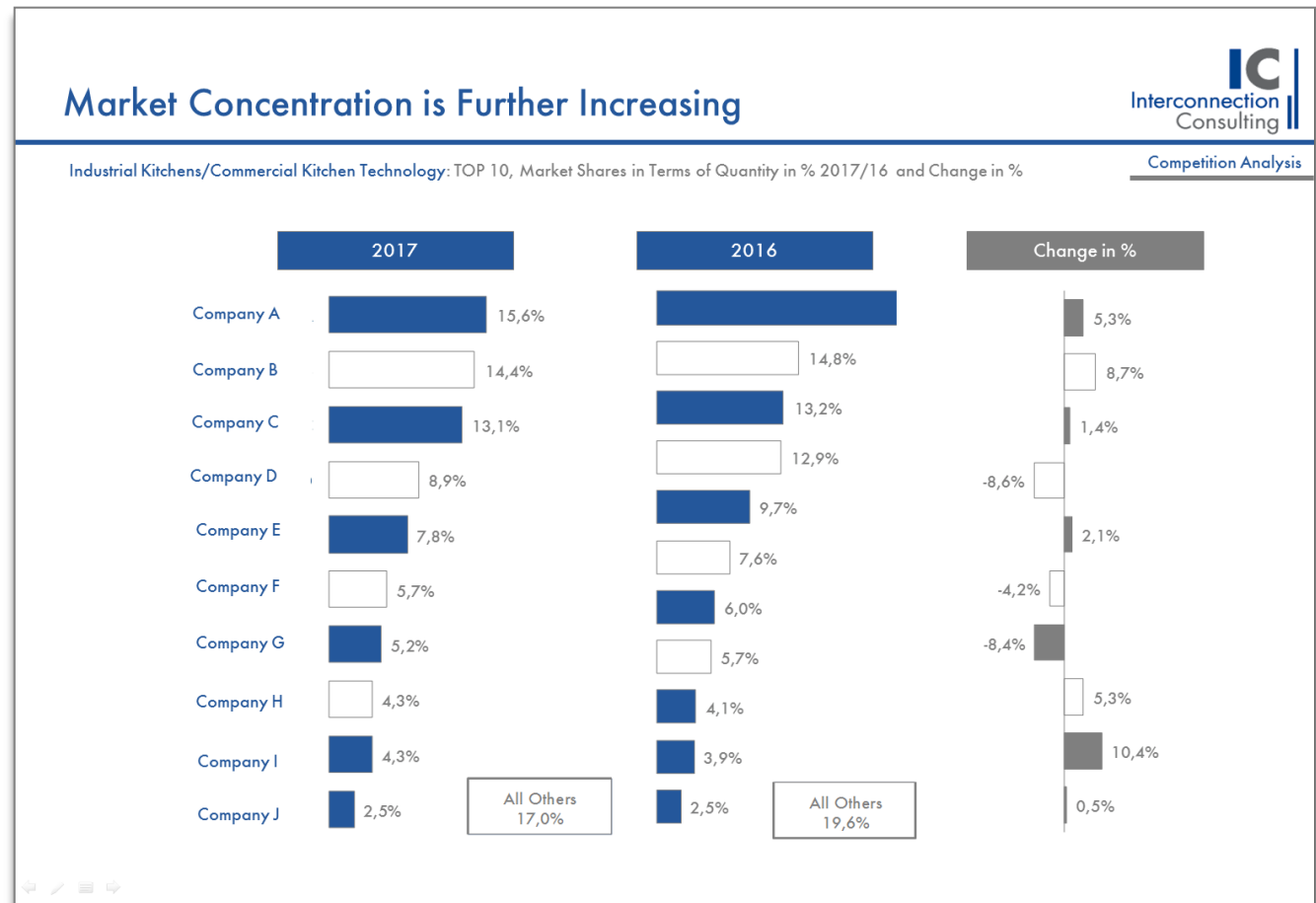
- Overview of the total market until the current year and forecast for the upcoming three years.
- *This chart shows dummy figures.*



- Overview of the total market until the current year and forecast for the upcoming three years by product groups.
- *This chart shows dummy figures.*



- Market Shares of the Top 10 Players for every Market Segment.
- *This chart shows dummy figures.*



Investment Plan in Your Market Analysis

	Single Issue	IC Subscription *	Scale of Discount	
Single Region Cat. A	€ 3.500,-	20 % ABOVORTEIL	€ 10.500	- 10%
Single Region Cat. B	€ 5.000,-		€ 14.000	-20%
All Regions	€ 21.000,-		€ 17.500	- -25%
			€ 21.000	- 30%
			€ 24.500	- 40%

Available Regions	Germany	Austria	Switzerland	France	Poland
	Spain	Italy	Benelux	UK	USA

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IC Subscription

Benefits

Please choose between Subscription*
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As a subscription customer, you will receive the chosen report automatically at a reduced price from now on as soon as the new edition of the report is published. Additionally you have access to the following benefits:

- **Price advantage** IC Standard Subscription (annual receipt of an IC study or IC study package): **20% price advantage** compared to single issue taking into account the **scale of discount**
- **Annually updated reports** on fixed dates
- 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 is the leading institute for market data in the Gastronomy Industry.
- 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 construction industry.
- Next to market data we offer for the Cleaning Machines industry 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 actions = in the development of marketing strategies.



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

Herr Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe



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

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Andreas Erdpresser – Managing Director

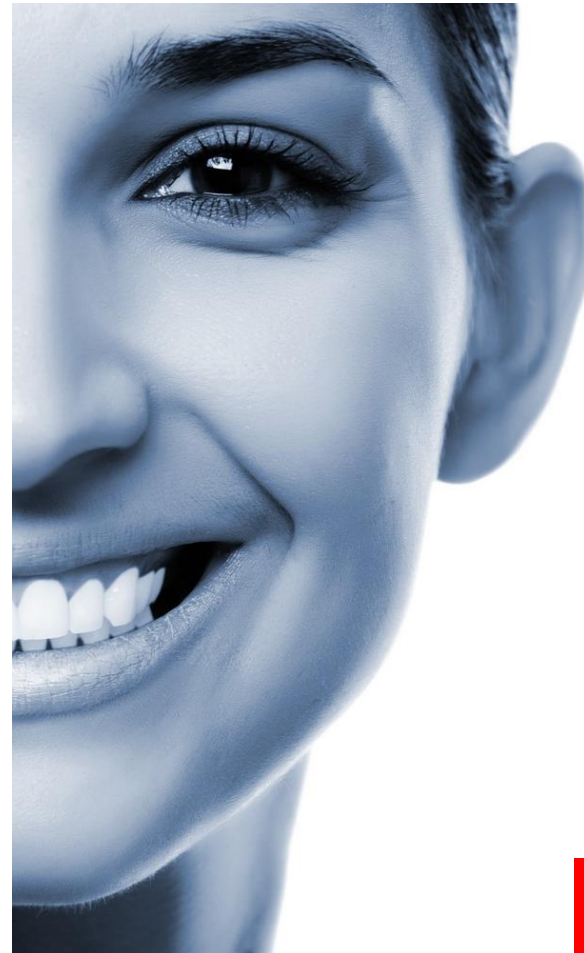
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Inquiry

Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 80/ per Country
- Optional: Hard Cover: 150 €

Price

- All Regions: 21.000,- € Detailed Information about special offers, scale of discount as well as subscription prices are presented within the order form or the interactive price calculator.
- 1 Country Cat. A: 3.500,-€
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- 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 of the Market Report

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: consumer behaviour, main economic indicators etc.

Import & export statistics

Total Market Analysis

Total market development and forecasts for all market segments 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 and for each application for the last two years.

Market Structure

Countries / Regions:

Germany, Austria, Switzerland, France, Poland, Spain, Italy, Benelux, UK, USA

Product Groups

Cooking Systems: Combination Steamers, Cooking Suites, Stoves & Cookers, Grills, Ovens, Others

Cooling Systems, Cleaning Systems, Extraction Hoods, Food Service Equipment

Customer Segments

Restaurants, Healthcare, Hospitality, Education, Others

Distribution Channels

Direct, Indirect

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.

FAX: +43 1 585 46 23 30

E-Mail: office@interconnectionconsulting.com



Yes, we would like to order the
IC Market Tracking® Industrial Kitchens/ Commercial Kitchen Technology in Europe 2018
(Please, print out the order form and mark your desired products)



Category A:

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- ☐ France
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- ☐ UK
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