

IC Market Tracking®

Temporary Staffing in Central & Eastern Europe 2023

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

more than just a report – A TOOL FOR SUCCESS!

Detecting Market Potential



GEO-Maps



Benchmarks



Strategic Workshops



on request

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2019 – 2022 for the total market development as well as
 - Qualifications
 - Job Groups
 - Personnel Services
- Forecasts from 2023 – 2026 for the total market as well as each analyzed segment and subsegment
- Annual updates of the data

COMPETITION ANALYSIS

- Market shares of the top players for 2021/22
 - Market Shares on the total market in value
 - Market Shares per subsegment in value

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, unemployment etc.
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

Market Shares

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables

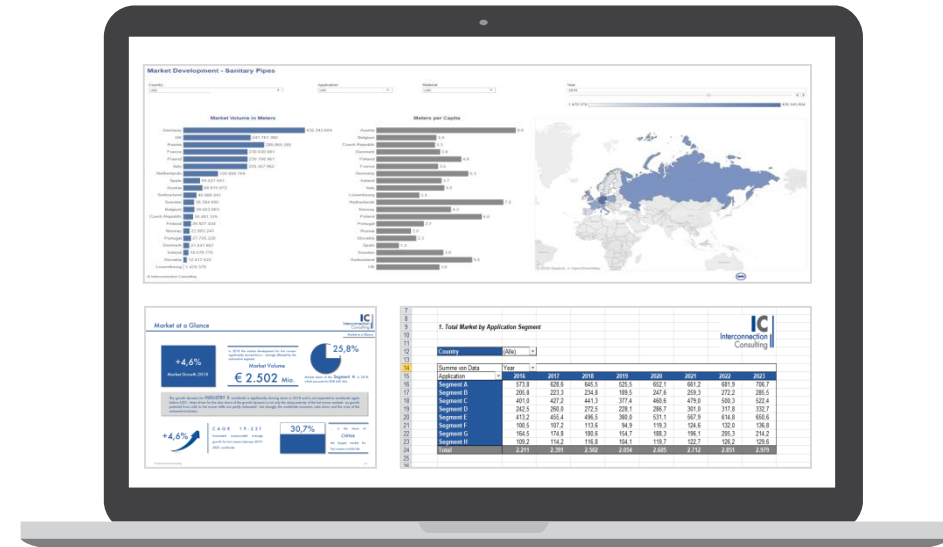


ONLINE-COCKPITS

- 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 summary dashboards 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



Market Intelligence Tool and Reports



Online Dashboards

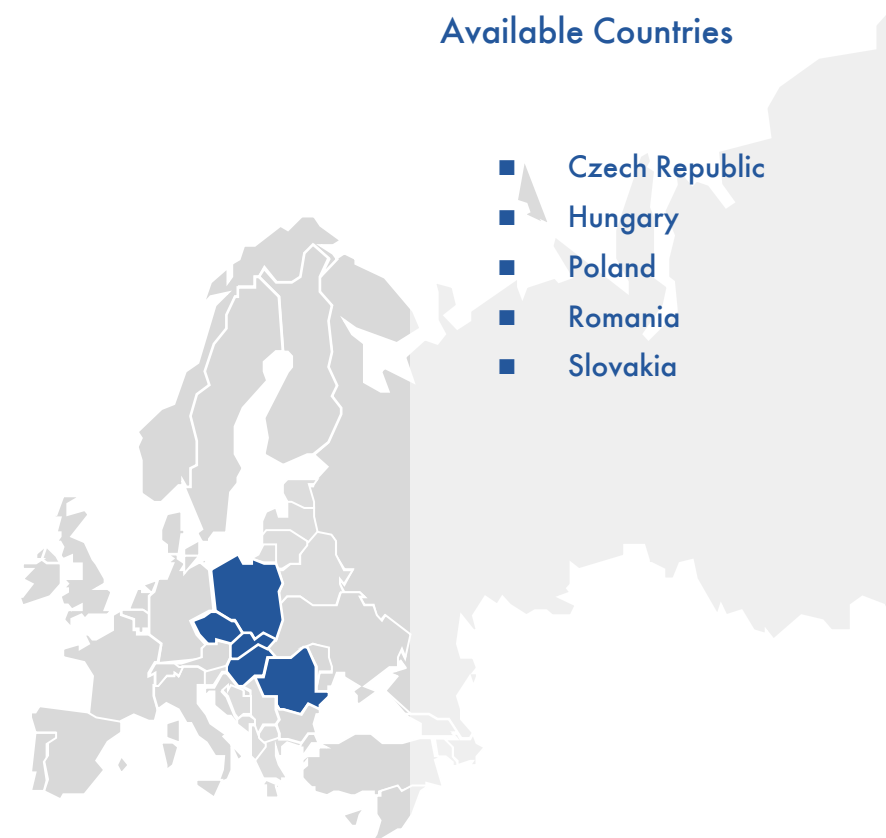
Executive Reports

Market Report Structure

| Qualifications | Personnel Services |
|--------------------|--------------------|
| Unskilled | Temporary Staffing |
| Skilled | Permanent Staffing |
| Graduates & Others | Other Services |

| Job Groups | |
|----------------|------------------|
| Admin & Office | Storage/Industry |
| Finance | Construction |
| Engineering | Sales/Marketing |
| IT/Telecom | Call Centre |
| Healthcare | Others |

Available Countries



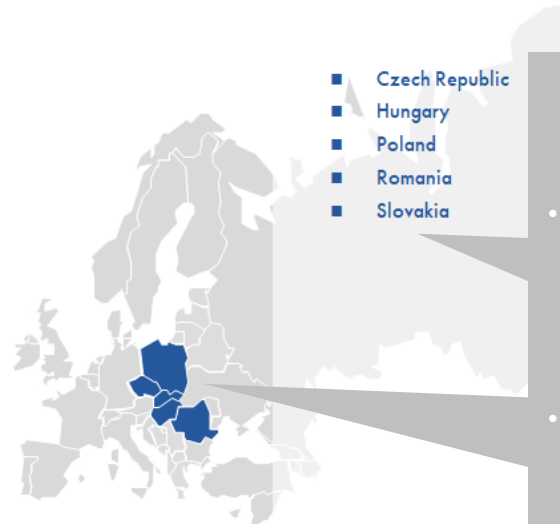
Market Structure - Interpretation

Market Report Structure

| Qualifications | Personnel Services |
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| IT/Telecom | Call Centre |
| Healthcare | Others |

Available Countries



- Market data are available for each country separately as well as aggregated for the package purchased.
- Each country report includes data for the different qualifications, personnel services and job groups separately as well as aggregated for the total market of temporary staffing services in terms of value.
 - Additionally, qualifications are displayed in terms of quantity as well.

The Logic of Temporary Work

Definition

Temporary Work

A form of employment that involves three parties in the following way: workers with a contract of employment or employment relationship with a temporary agency are posted to user undertakings to work temporarily under their supervision.



Temporary Worker

A person with a contract of employment or an employment relationship with a temporary agency with a view of being posted to a user undertaking to work temporarily under its supervision (demand side)



Temporary Agency

Any natural or legal person, who, in compliance with national law, concludes contracts of employment or employment relationships with temporary workers in order to post them to user undertakings to work temporarily under the latter's supervision (supply side).



User Undertaking

Any natural or legal person for whom and under the supervision of whom a temporary worker works temporarily (demand side).

Posting

The period during which the temporary worker is placed at the user undertaking to work temporarily under its supervision.



Turnover in Mio. Euros

Refers to the temporary agencies' total earnings incurred in the time period January 1 and December 31 of the respective year.

The concept is expanded in the sense that any turnover incurred by the temporary agency after the takeover of a temporary employee by the user undertakings also belongs to the Interconnection turnover concept (compensation payments to the temporary agency by the former user undertaking). The turnover is divided into two personnel services (temporary and permanent staffing). The main purpose of the survey is the temporary work segment..

Number of Posted
Temporary Workers

Average number of temporary staffing workers throughout the year.

CAGR

Compound Annual Growth Rate over the period 2020 – 2024f. To calculate CAGR, one must solve the equation: where E is the ending value, B the beginning value, and T is the number of changes between years. (For example, there are 4 year changes between 2020 and 2024f). $r = (E/B)^{1/T} - 1$.

Avg. Share

Average Share over the period 2020 - 2024f.

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!”

The Market Intelligence Tool

Dashboards - The Best Way to Work with Data

A picture says more
than 1000 words

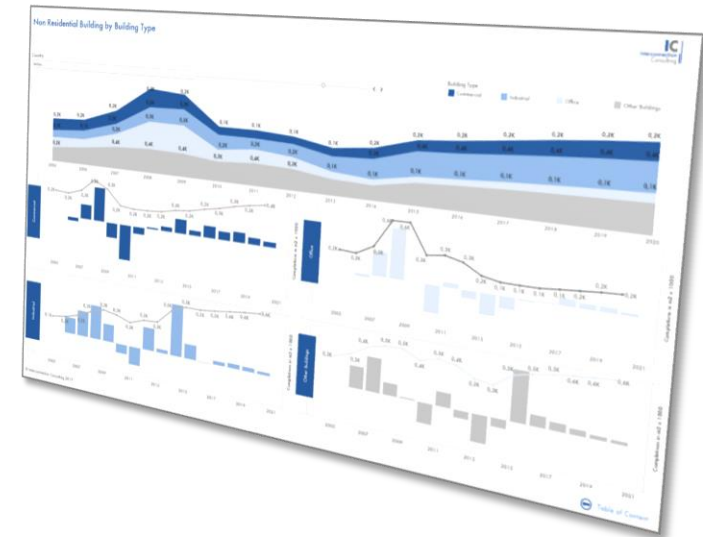
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

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

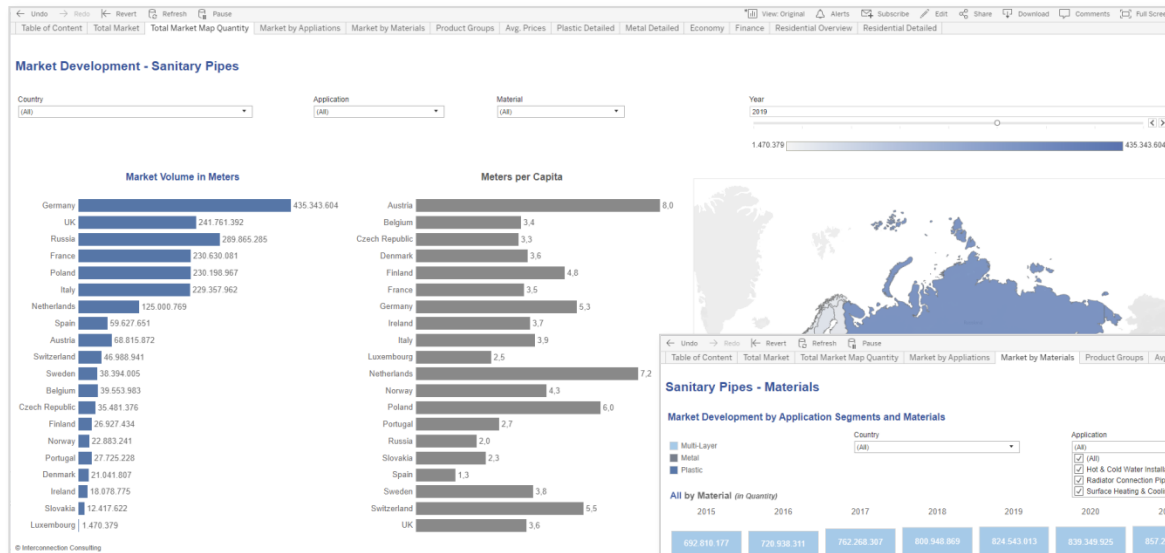


Usability of the Market Intelligence Tool

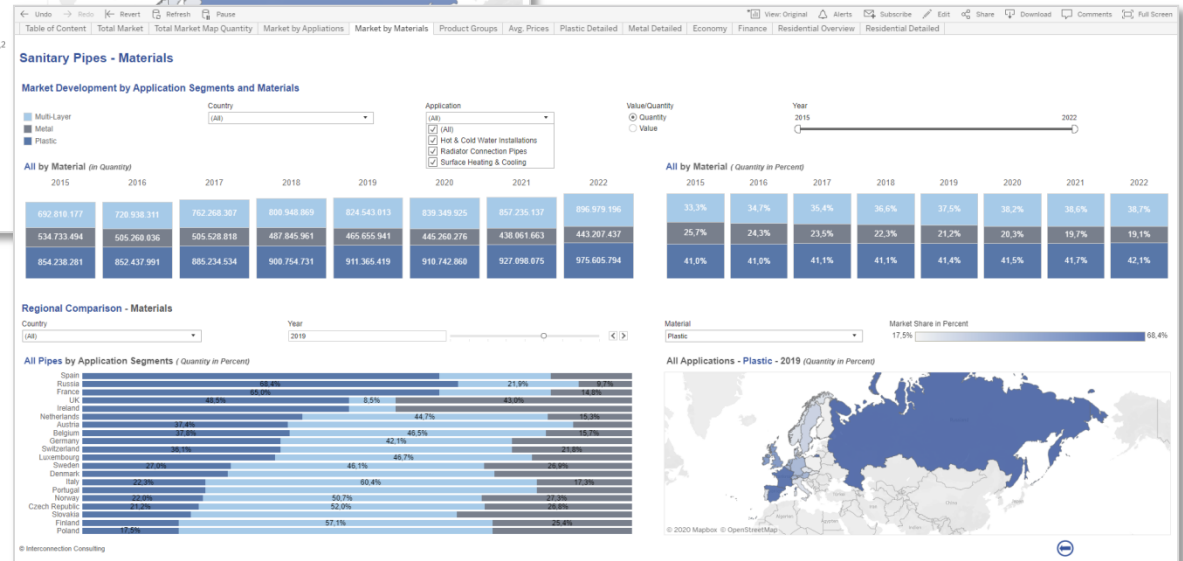
Let's Put it in a Video...



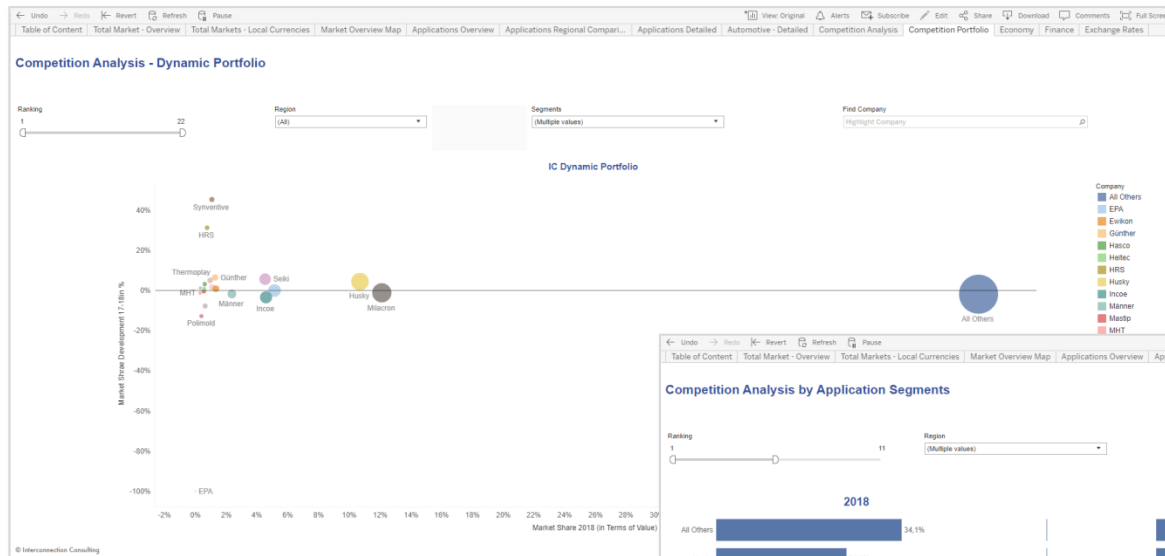
Sample Cockpits for Market Analysis Data



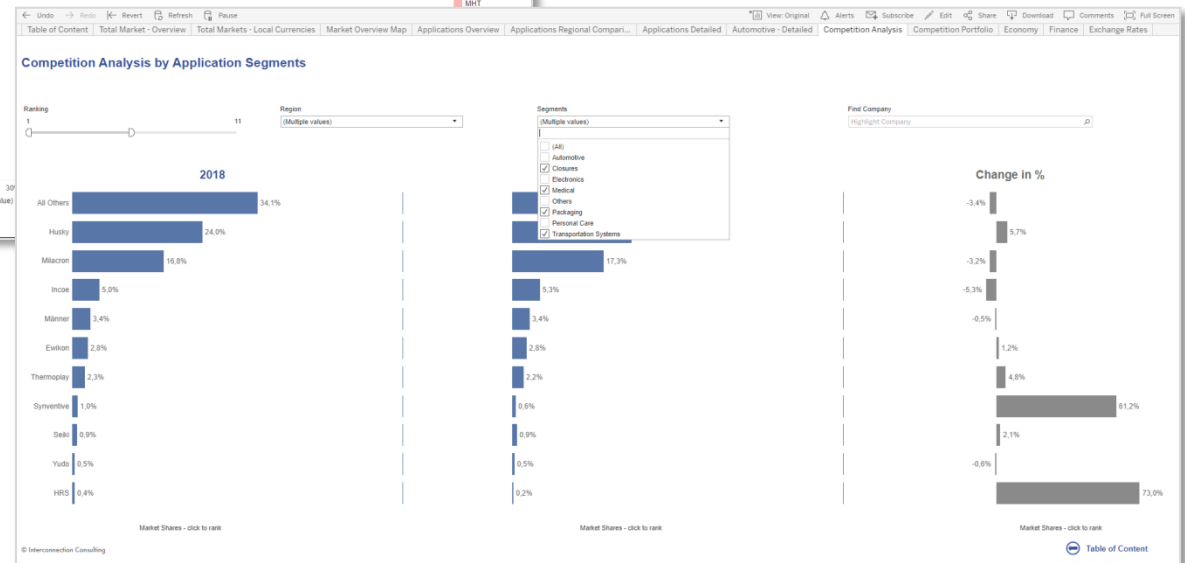
This chart contains fictive data



Sample Cockpits for Competition Data

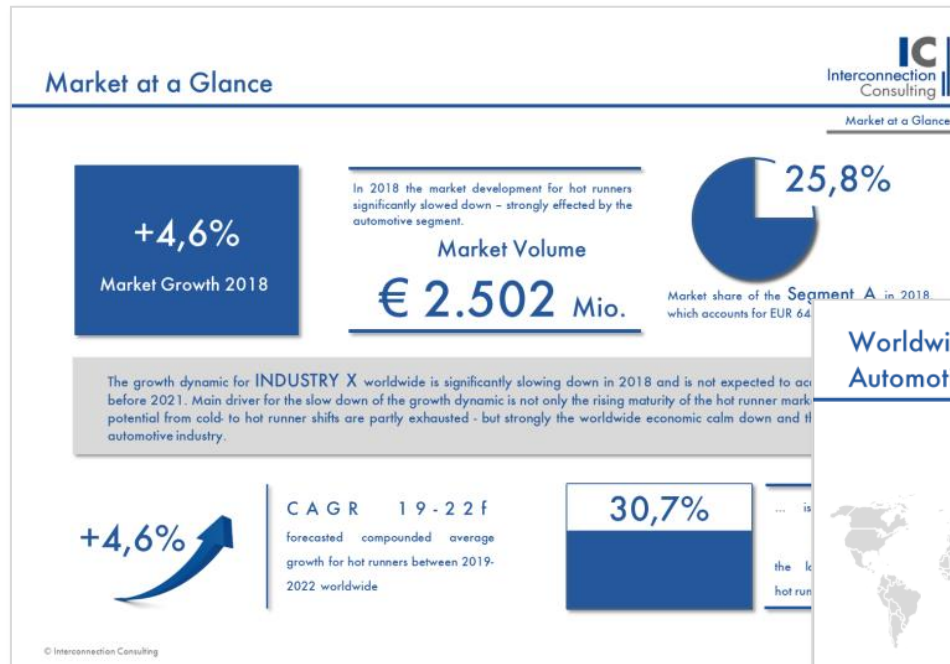


This chart contains fictive data

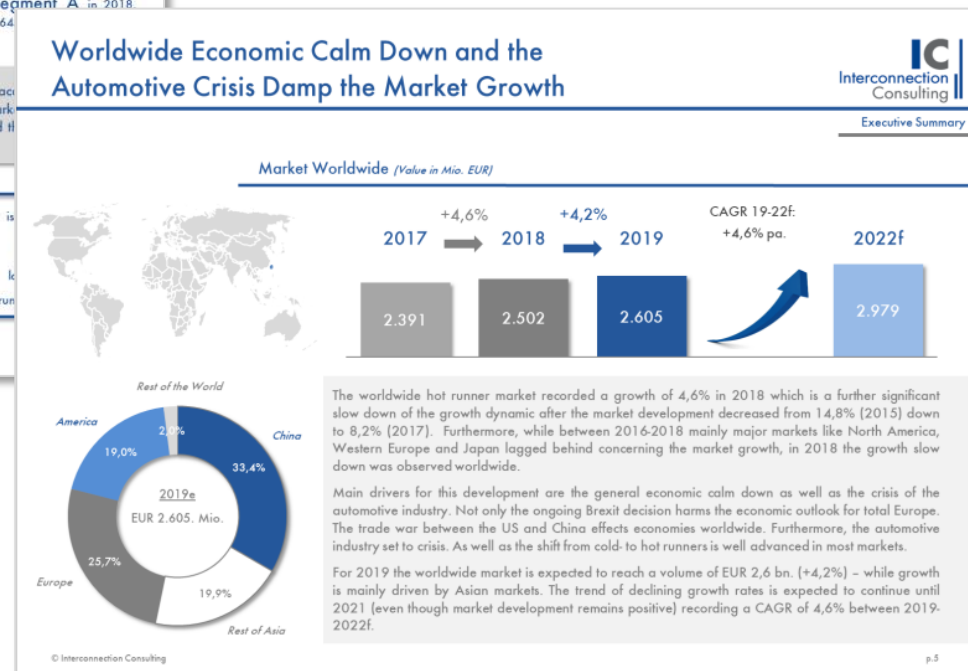


Additional Deliverables

Executive Summary and Pivot-Tables



Executive Summary as part of Tableau (fictive data)



Executive Summary as part of Tableau (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Temporary Staffing in Central & Eastern Europe 2023

Prices & Conditions

Subscription*

3 Countries of Your Choice

€ 8.999,-

All Countries

€ 14.999,-



Available Countries

- Czech Republic
- Hungary
- Poland
- Romania
- Slovakia

- **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.
- The price includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of an subscription.
- In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit (Software for Online Dashboards) is included as well as for any subscription order exceeding 2 countries or regions. For all other options, license costs for Tableau cockpits are € 500,- per license per year.

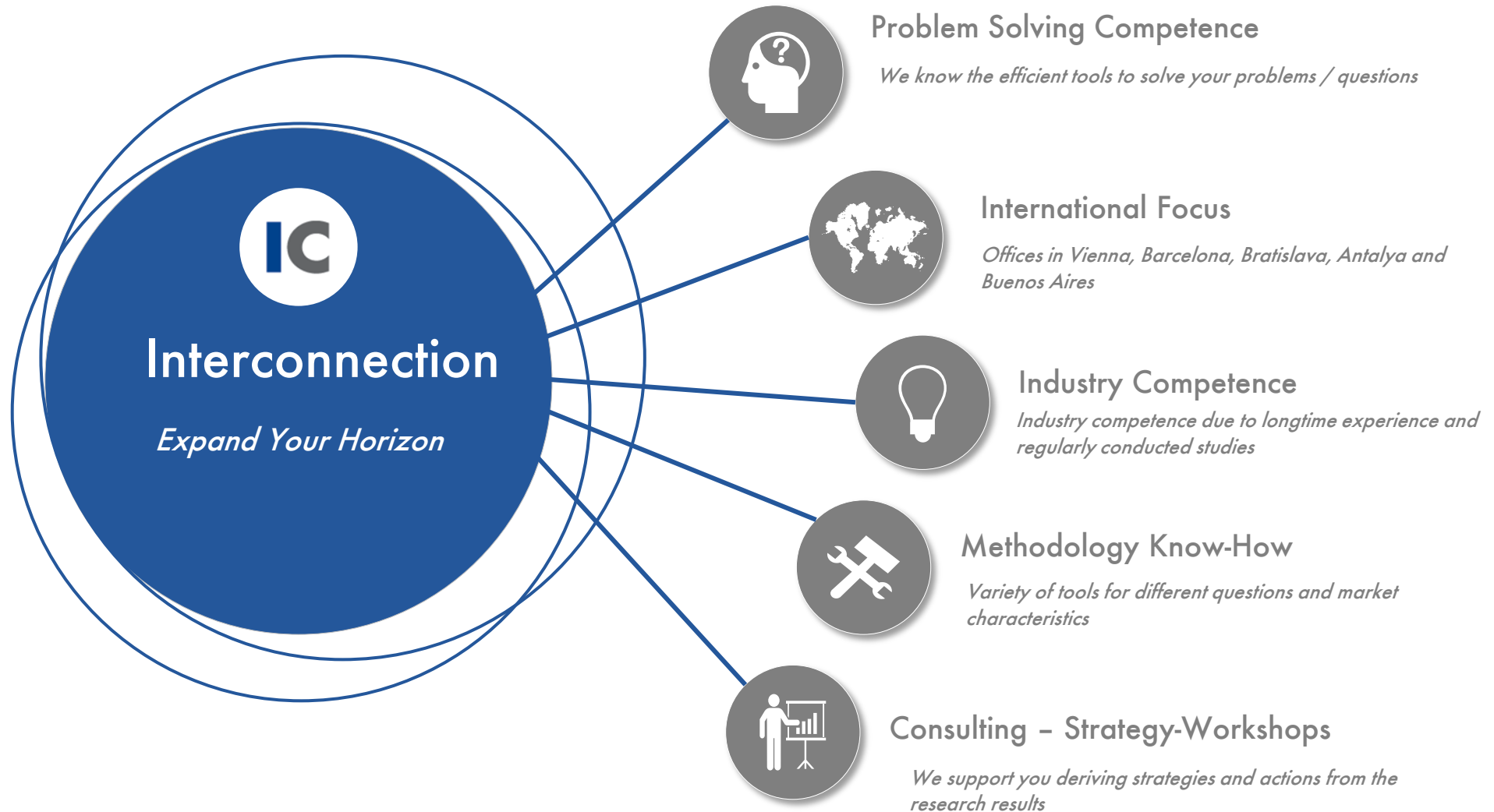
„IC is a constant tutor in the evaluation of markets and offers a helpful decision basis.“

Mr. Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe



Interconnection Provides Data for Corporate Decisions



Our Market-Intelligence Tools



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

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Defining Growth Potential Since 1998

Yes, we would like to order the

IC Market Tracking® Temporary Staffing in Central and Eastern Europe 2023

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

Please, choose from the available countries and package selection

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