



IC Market Forecast[®]
Pipe Fittings in Europe 2021

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2016 – 2020 for the total market development as well as
 - Regions
 - Application Segments
 - Material
 - Connection Method
- Forecasts from 2021 – 2024 for the total market as well as each analyzed region, application and material
- Annually updates of the data

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, private consumption, labor market, etc.
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables

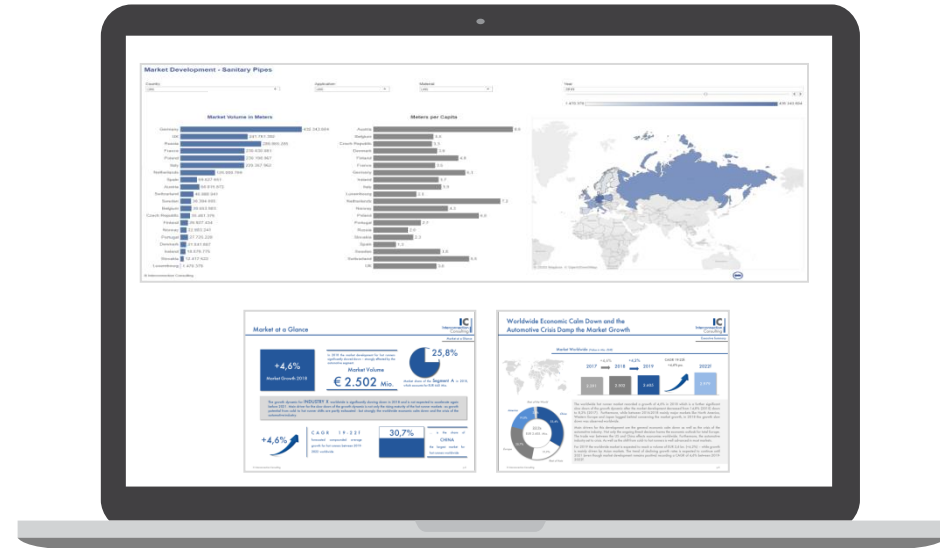


ONLINE-COCKPITS

- 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

- Infographics summarizing the market and providing regional comparisons and contrasts
- Executive Summary dashboards can easily be exported to individual executive reports as PDF.



Market Intelligence Tool and Reports



Online Dashboards

IC Market-Forecast® Pipe Fittings in Europe 2021

AUT	BEL	CZK	DEN	FIN	FRA	GER	IRL	ITA	LUX
NED	NOR	POL	POR	RUS	ESP	SVK	SUI	SWE	UK



Surface Heating & Cooling	Radiator Connections	Hot & Cold Water Installations
Metal	Metal	Metal
PVC	PVC	PVC
Multilayer	Multilayer	Multilayer

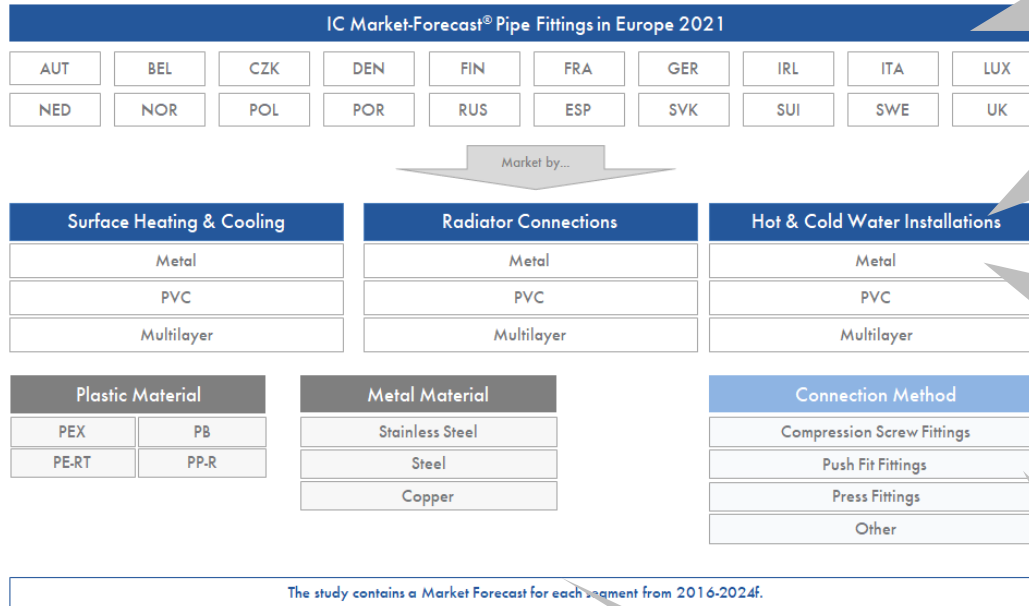
Plastic Material	
PEX	PB
PE-RT	PP-R

Metal Material
Stainless Steel
Steel
Copper

Connection Method
Compression Screw Fittings
Push Fit Fittings
Press Fittings
Other

The study contains a Market Forecast for each segment from 2016-2024f.

Market Structure - Interpretation



- Market data is available for each country separately as well as aggregated for the country package purchased.
- Each country report includes data for the three different application groups (surface heating & cooling, radiator connections, hot & cold water installations) separately as well as aggregated for the total market of pipe fittings in terms of value and quantity
- The market volume of each application group is further broken down by materials.
 - ⇒ For instance – the total volume of surface heating & cooling is divided into three materials such as metal, PVC and multilayer.
- The market volume is broken down to the connection method.
 - ⇒ For instance, the market volume is divided by compression screw, push fit, press and other fittings.
- The market volume of plastic and metal fittings is broken down across all application groups to the individual material types.
 - ⇒ For instance, the market volume of plastic fittings commutated for all applications is divided into PEX, PB, PE-RT and PP-R.

Definitions and Demarcation

Applications

Surface Heating & Cooling

Turnover is stated in Mio. Euro, Quantity is calculated in 1.000 pieces

Fittings that are mainly used in underfloor heating systems.

Radiator Connection

Fittings that are used to connect radiator(s) to the heating source.

Hot & Cold Water Installation

Fittings, that are used in hot & cold water Installation that carry pressurized and treated fresh water inside the buildings.

Plastic Pipe Material

PEX

Crosslinked Polyethylene

PE-RT

Polyethylene of Raised Temperature Resistance

PB

Polybutylene

PP-R

Propylene Random Copolymer

Connection Method

Compression Screw Fittings

The compression fitting is composed of an outer compression nut and an inner compression ring or ferrule that is typically made of brass or copper.

Push Fit Fittings

Fittings where the pipe end is pushed into the fitting.

Press Fittings

Press fit is a fastening between two parts which is achieved by friction after the parts are pushed together, rather than by any other means of fastening.

Other Fittings

Other fittings, which are connected by welding, gluing, soldering etc.

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 Manufacturer & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturer 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

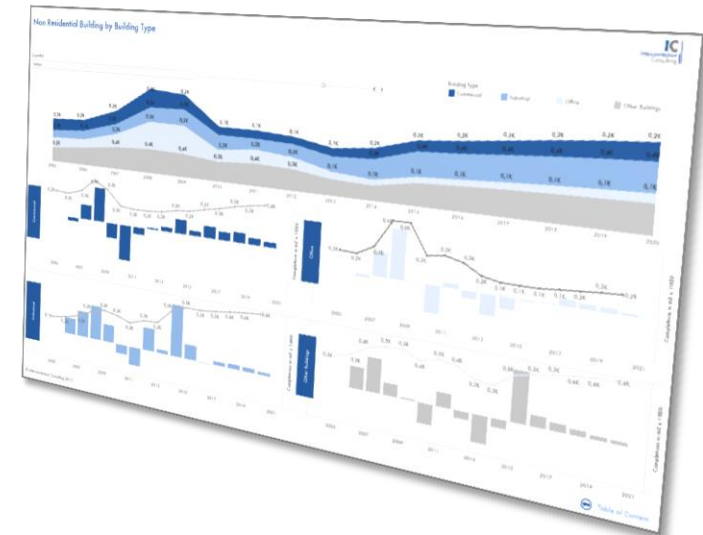
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

- Use interactive dashboards for quick implementation of the data, for potential estimations, for sales control, for success measurement etc.

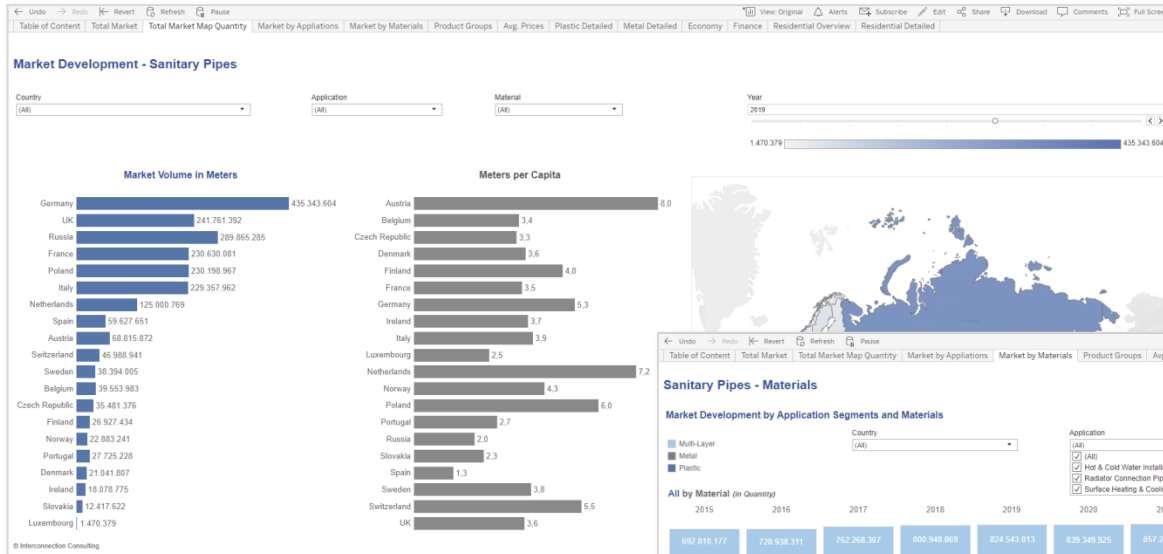
Easy online accesability

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

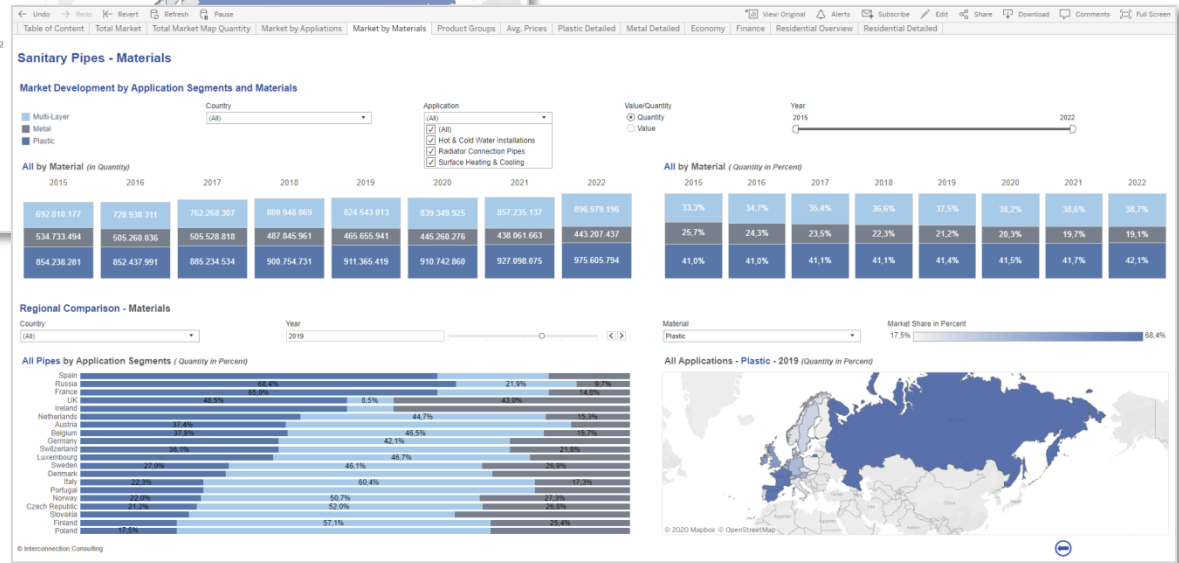


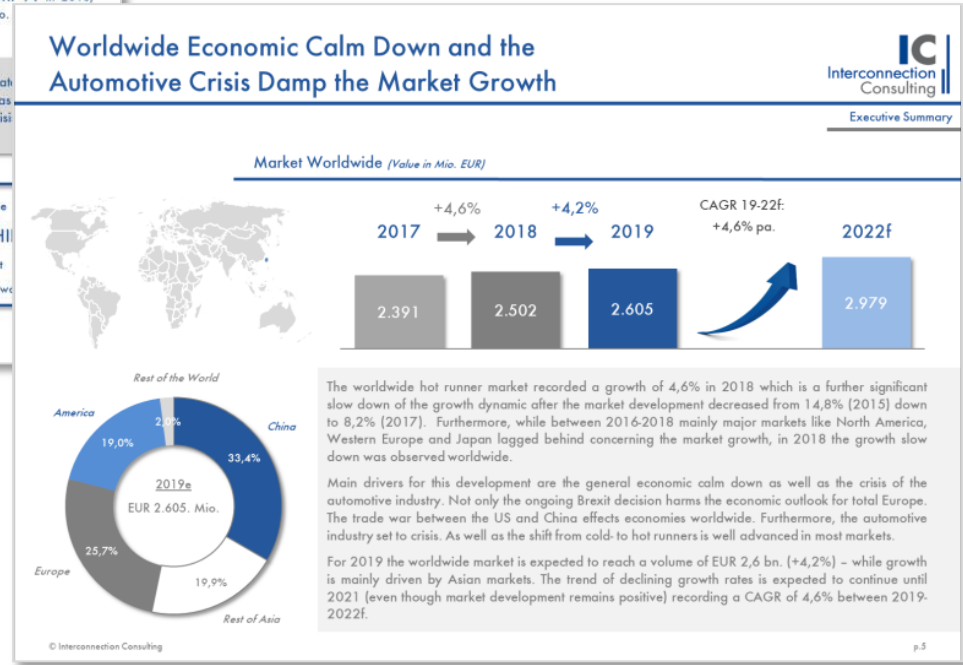
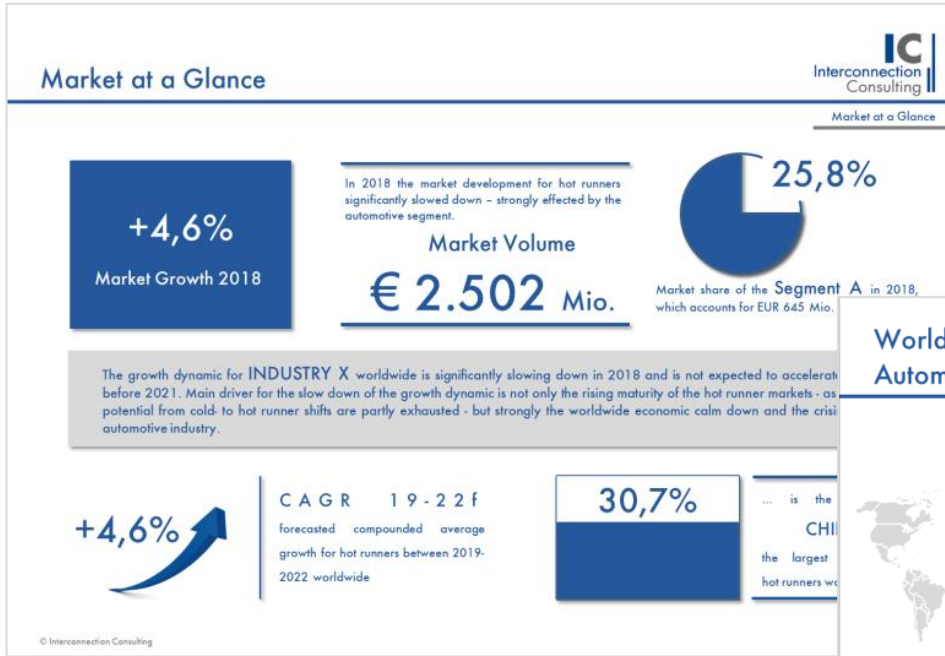
In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit is waived as well as for any subscription order exceeding 2 countries or regions. For all other options, price for Tableau cockpit costs € 500,-.

Sample Cockpits for Market Analysis Data



This chart contains fictive data





Content of the Report

Overview of the Included Dashboards

TOTAL MARKET

- Total Market – Regional Comparison in Quantity and Value
- Total Market Development by Regions in Quantity and Value

APPLICATION GROUPS

- Regional Market Development by application groups in terms of meter and meter per capita
- Regional Comparison of the market shares of application groups in value and Quantity
- Average Prices for Product Groups – Development by Region and Regional Comparison

MATERIALS

- Regional Market Development by materials per application group in value and quantity
- Regional Comparison of materials per application group in value and quantity
- Average prices for materials per application group – development by region and regional comparison
- Regional Comparison and regional market development of plastic and metal types in quantity

CONNECTION METHOD

- Regional Comparison and regional market development by connection method in quantity and value

MARKET DRIVERS

- GDP, personal disposable income, private consumption, recorded unemployment
- Residential completions and permits for building types such as one/two family dwellings and flats

Investment Plan for Your Market Research

IC Market Forecast® Pipe Fittings in Europe 2021

Prices & Conditions

	Subscription *	Single Issue
Single Country	€ 1.500,-	+25% for Single Issues
10 Countries	€ 9.500,-	
All Countries	€ 14.950,-	

Available Countries	AUT	BEL	CZK	DEN	ESP	FIN	FRA	GER	IRL	ITA
	LUX	NED	NOR	POL	POR	RUS	SWE	SUI	SVK	UK

* **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.

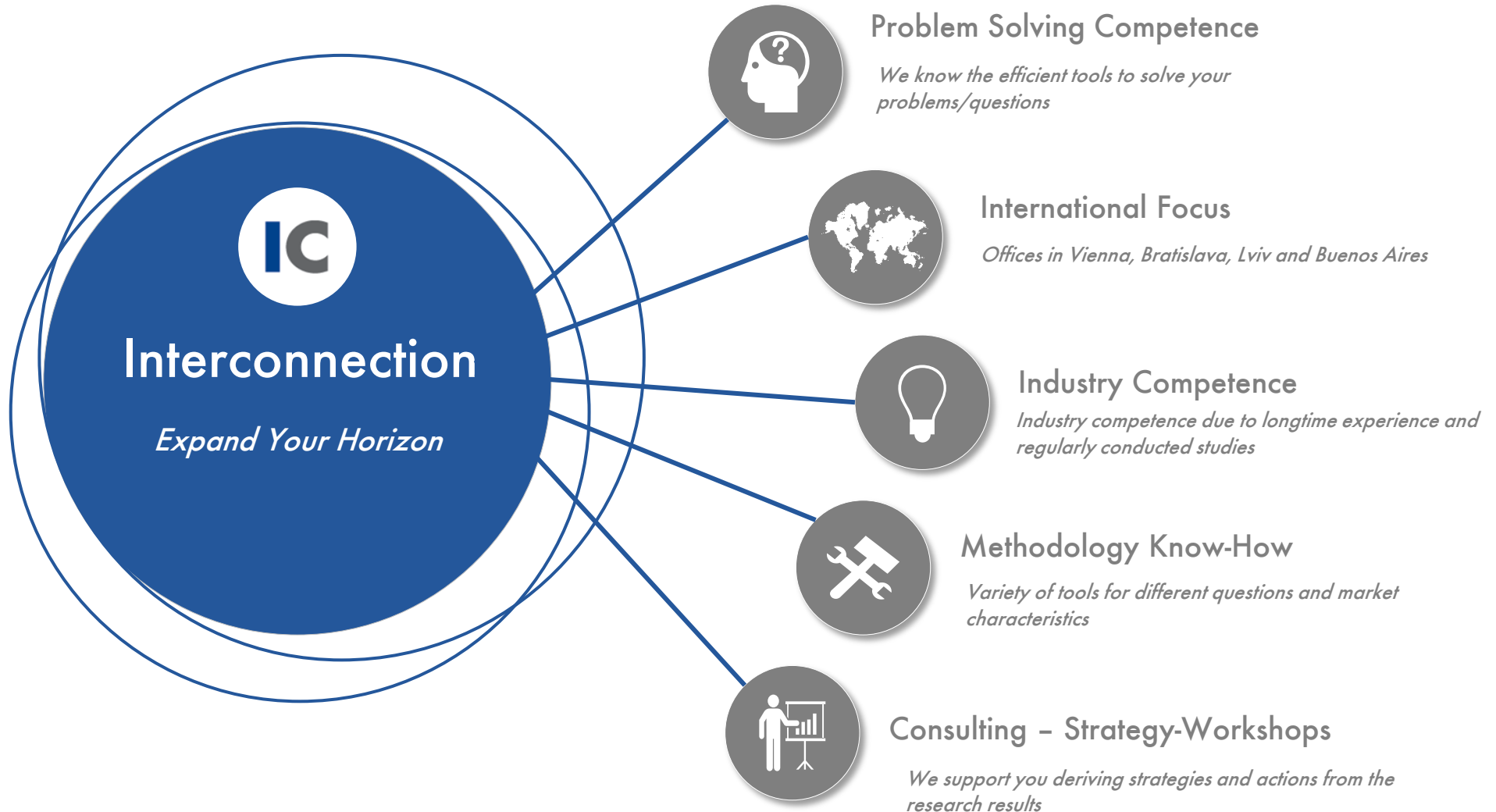
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„ IC reports are a very helpful direction sign for continuously changing markets.“

Mr. Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe





Our Market-Intelligence Tools



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

Interconnection Consulting
Getreidemarkt 1, A-1060 Wien

Mag. Panorea Kaskani - Marktanalystin
Tel +43 1 375 00 15 - 27
kaskani@interconnectionconsulting.com

Dr. Frederik Lehner – Managing Director
Tel: +43 1 5854623 -11
lehner@interconnectionconsulting.com

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

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IC
we show you the way

Yes, we would like to order the IC Market-Forecast® Pipe Fittings in Europe 2021

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

Please choose from the available countries

- | | | | |
|---|-------------------------------------|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Austria | <input type="checkbox"/> France | <input type="checkbox"/> Netherlands | <input type="checkbox"/> Spain |
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	Single Issue	Subscription*
20% price advantage		✓
IC Cockpit – Online Dashboard Solution	✓	✓
Full Flexibility – Within the sum of the subscription available country reports can be changed without any additional costs		✓
Web-Conference with the analyst free of charge		✓

In case of interest for a single issue of the report, please contact the responsible analyst.
 Panorea Kaskani – kaskani@interconnectionconsulting.com – Tel.: +43 1 585 46 23 - 27

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