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we show you the way

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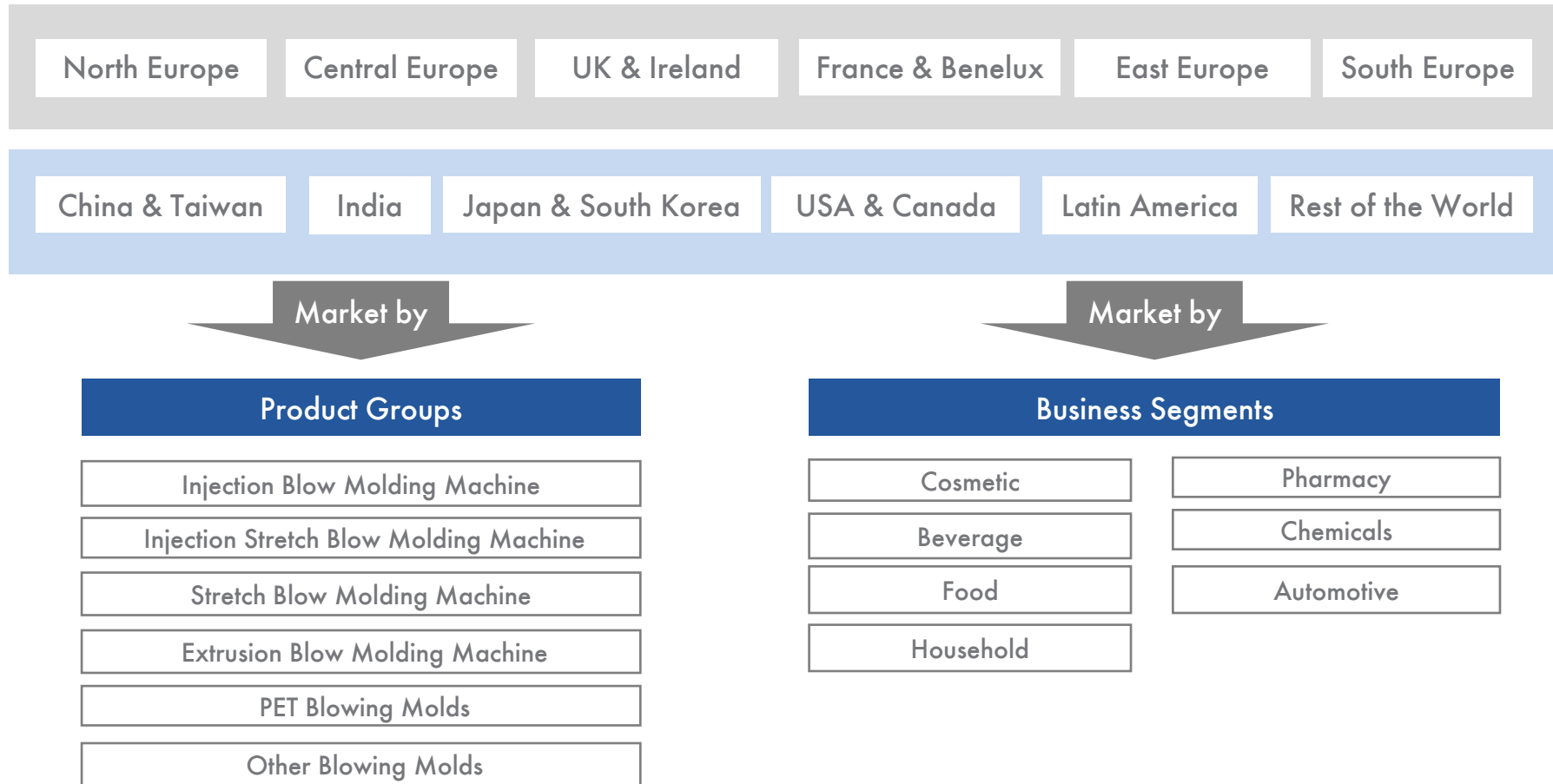
## IC Market Tracking Blow Molding in Europe and Worldwide 2017

Offer April 2017

# Your Benefits at a Glance

- ✓ You will receive an overview of the **overall market** in addition to **individual market segments**.
- ✓ A detailed **representation of the key markets by country and forecasting until 2020** based off on our econometric forecast model.
- ✓ Awareness of **market position** and development during the last two years in comparison with major competitors and with respect to:
  - Total Market
  - Regional Market
  - Product Groups
  - Customer Segment
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic representation, interactive charts and tables which allow rapid application and utilization of the provided data.





The total market, market shares of the top players for the last two years and forecasts for the next three years are available in the study

## Product Groups

### Injection Blow Molding Machine

This one-machine is following the one step "hot preform" method. The plastic tube is formed by injection and is then positioned in a cooled blow cavity which produces an article of a desired shape.

### Injection Stretch Blow Molding Machine

Machine for the production of both preform and bottle. The injection molded preform is withdrawn from the injection cavity while still hot enough to be stretch blown to form the bottle (for PE, PET and for high capacity containers)

### Reheat Stretch Blow Molding Machine

Machine for reheating the preforms from cold and for stretch blowing the bottles (for PET/PP/PVC or for high capacity containers)

### Extrusion Blow Molding Machine

Machine for producing hollow articles like bottles from plastics using extruder, die, clamp unit (press) and mould.

### Blowing Molds

Molds Used to Give the Final Form to the containers

# Definition and Demarcation

## Business Segment

### Cosmetic

Make-up, Substances to Enhance the Beauty of the Human Body, Topical products, Personal Cleansing Products Containers



### Beverage

Containers for Liquids which are Specifically Prepared for human Consumption

### Food

Containers for Food (any Substance Consumed to Provide Nutritional Support for the Body)



### Household

House Cleaning Products Containers



### Pharmacy

Pharmaceutical Products Containers

### Chemicals

Equipment Used in Chemical Sector, Chemical Substance (a form of Matter that has Constant Chemical Composition and Characteristic Properties) Containers



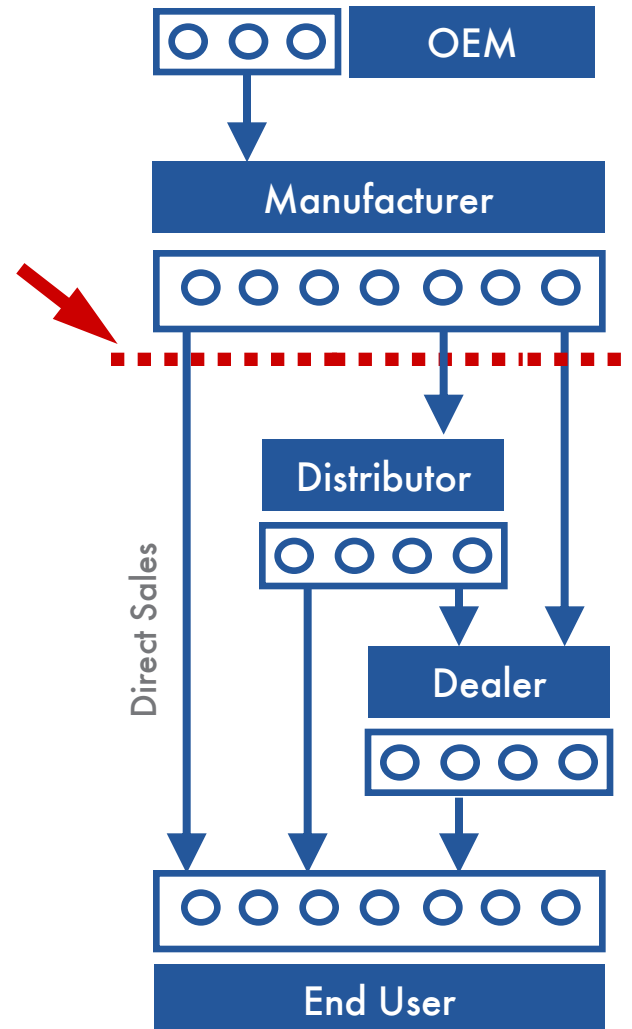
### Automotive

Equipment used in the mechanical and automotive sector e.g. fuel tanks, molded tubes

# 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.



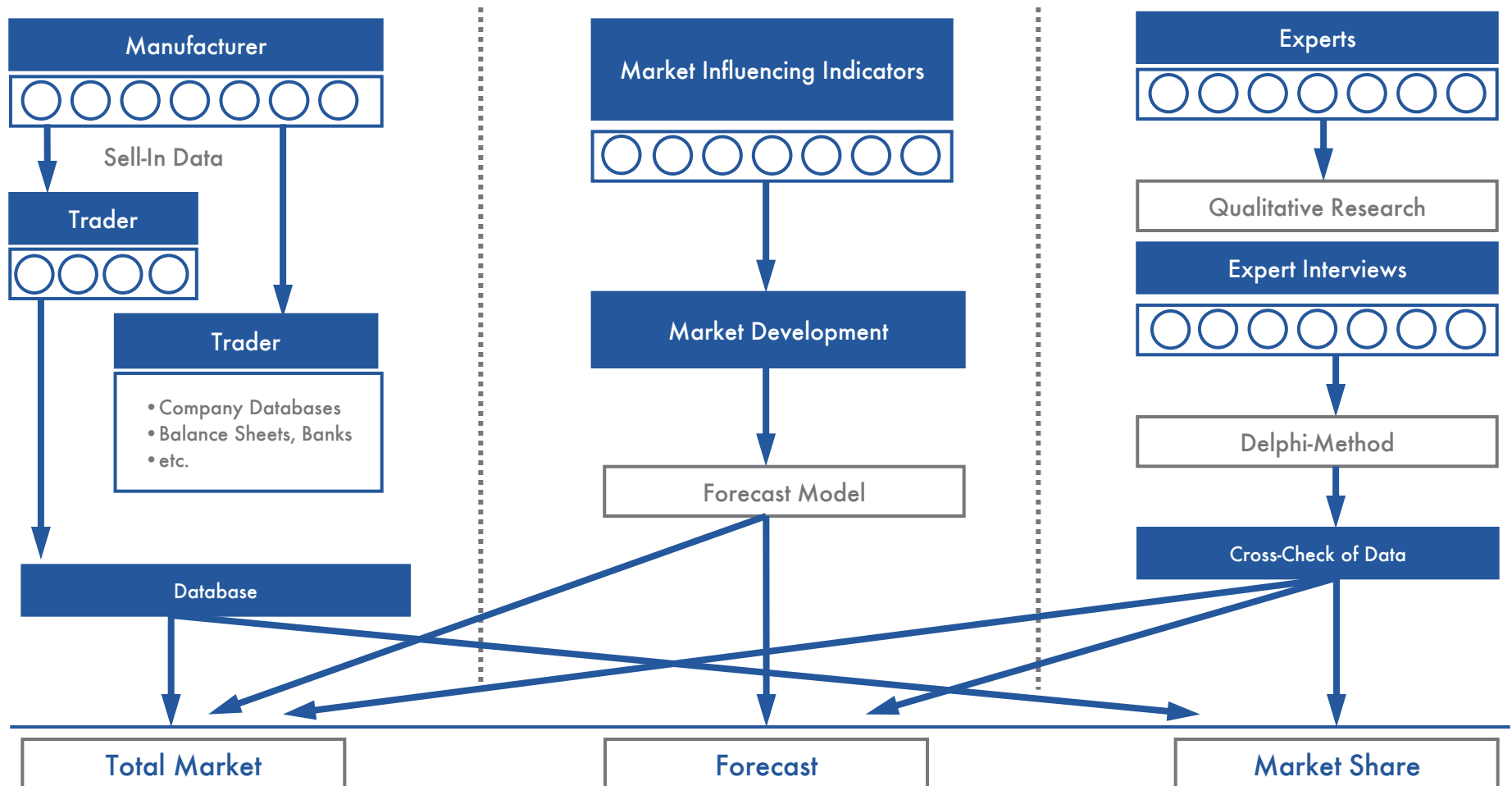
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

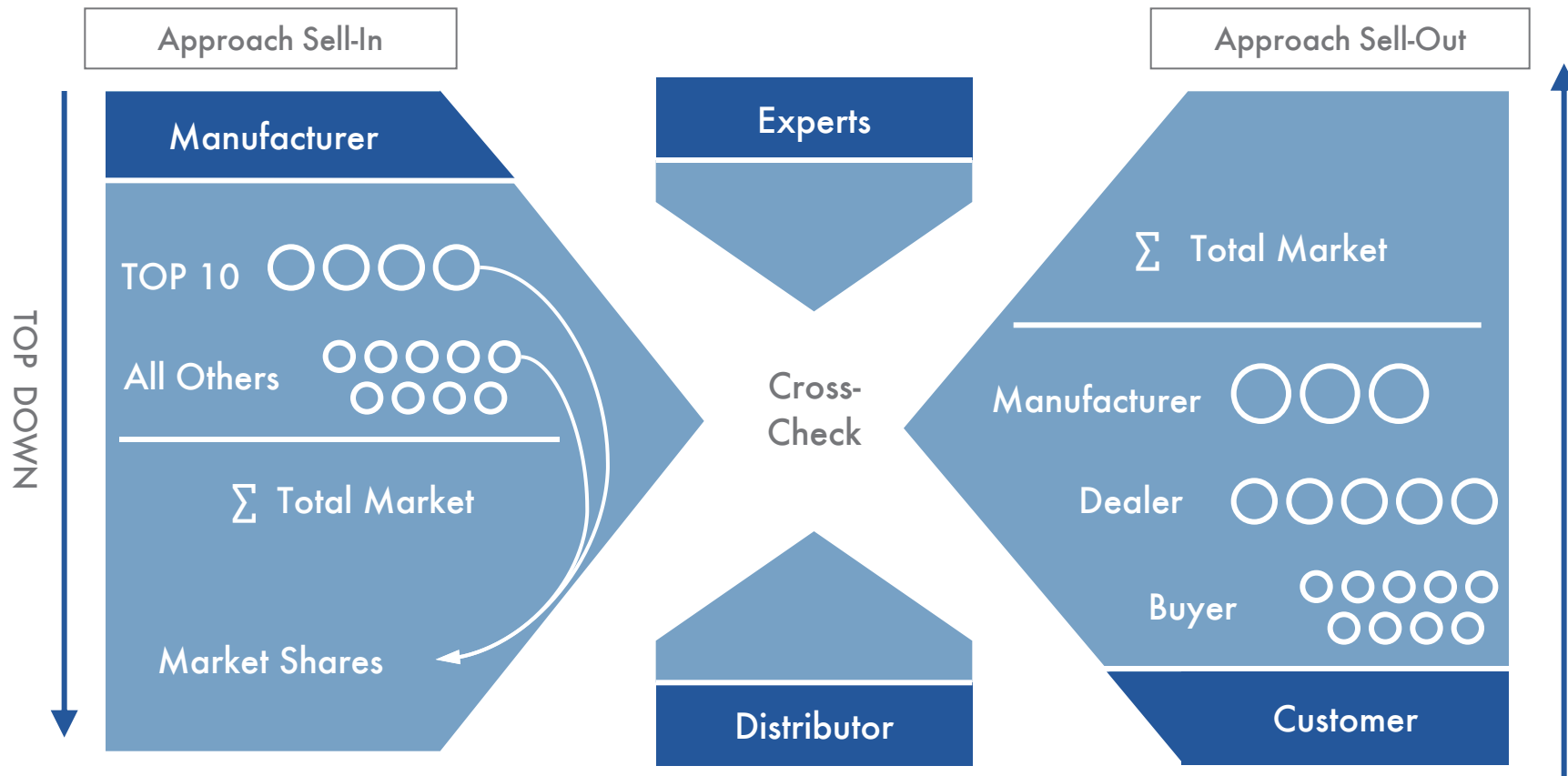
# How Do We Conduct Our Research?

*Description Structure of Survey Methodology*

Methodology



# How Do We Cross Check the Data?





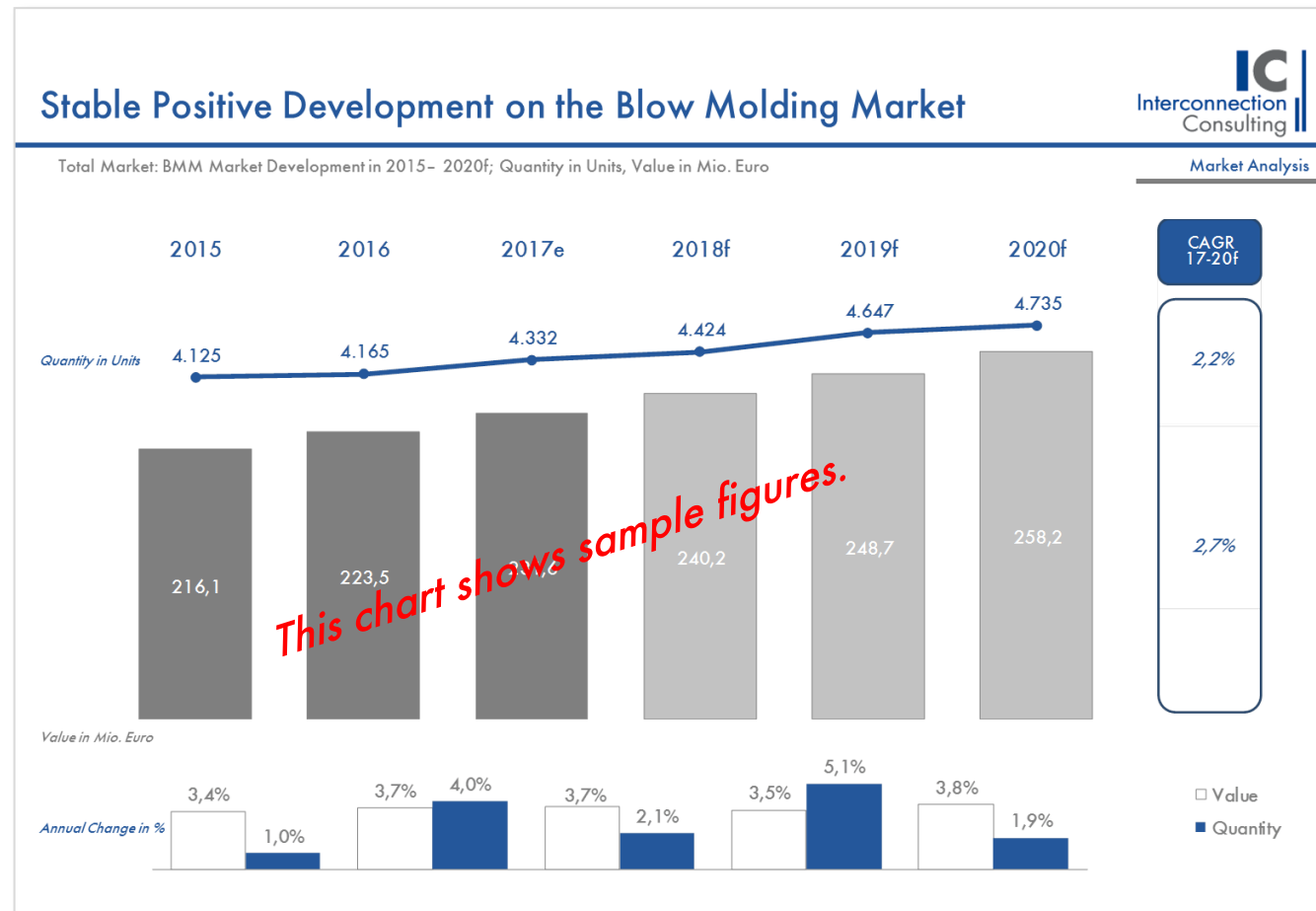
*The IC Market Tracking® is modularly built and consists of the following sections:*

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 analysed in the **Economic Environment**: You will find the most important data on 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.

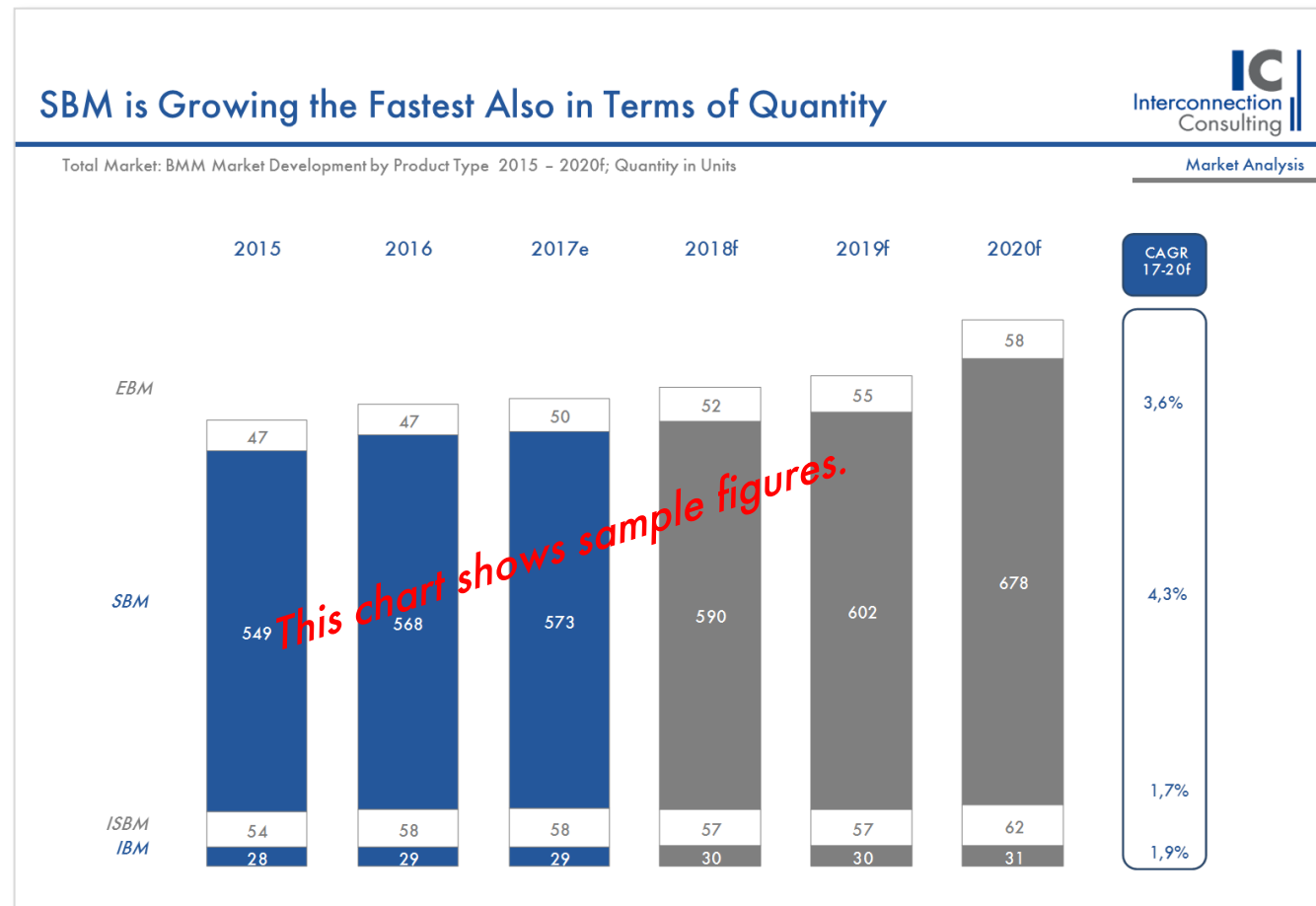
# What Is the Total Market Development?

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

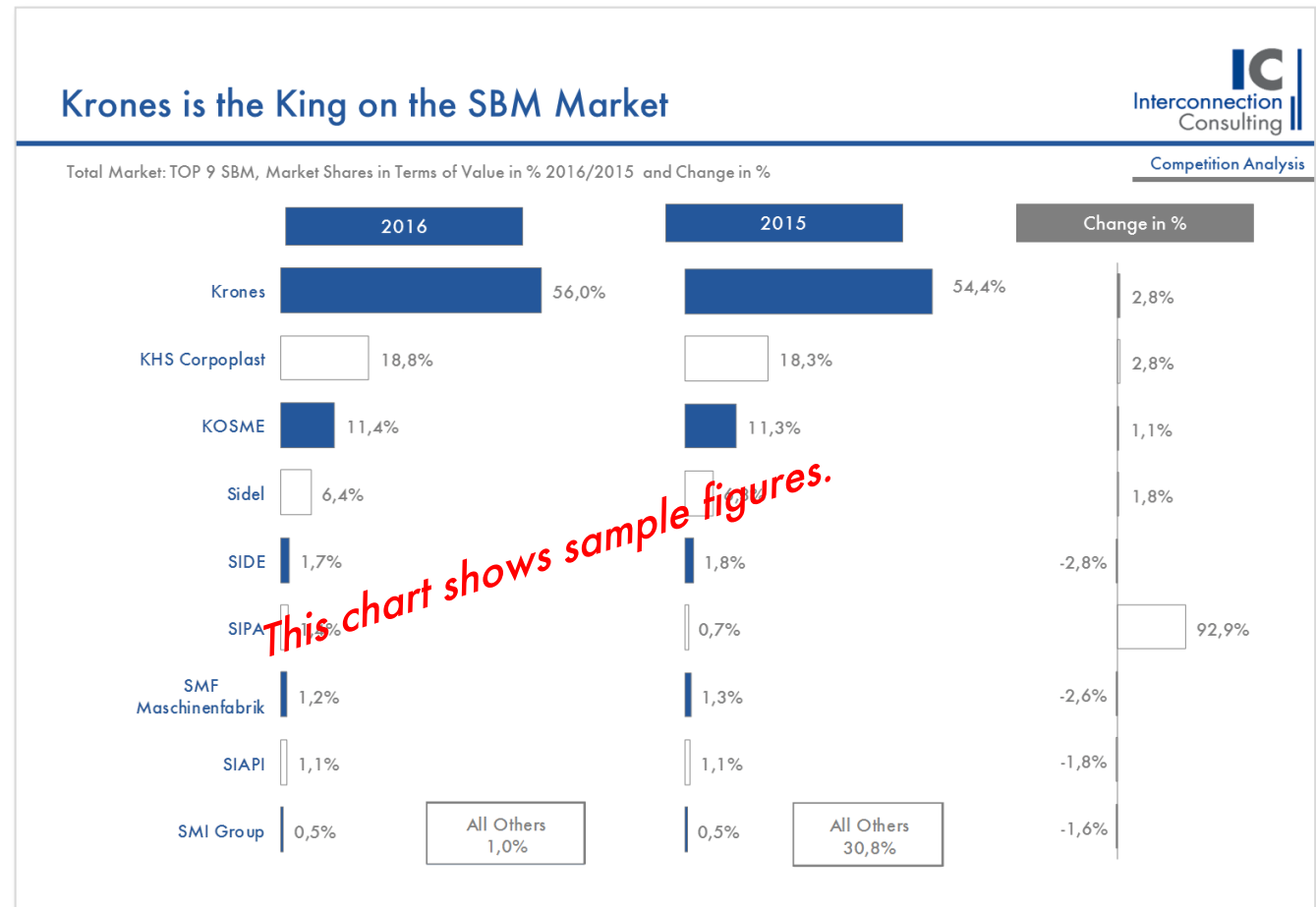


# Which Product Groups is Developing Better?

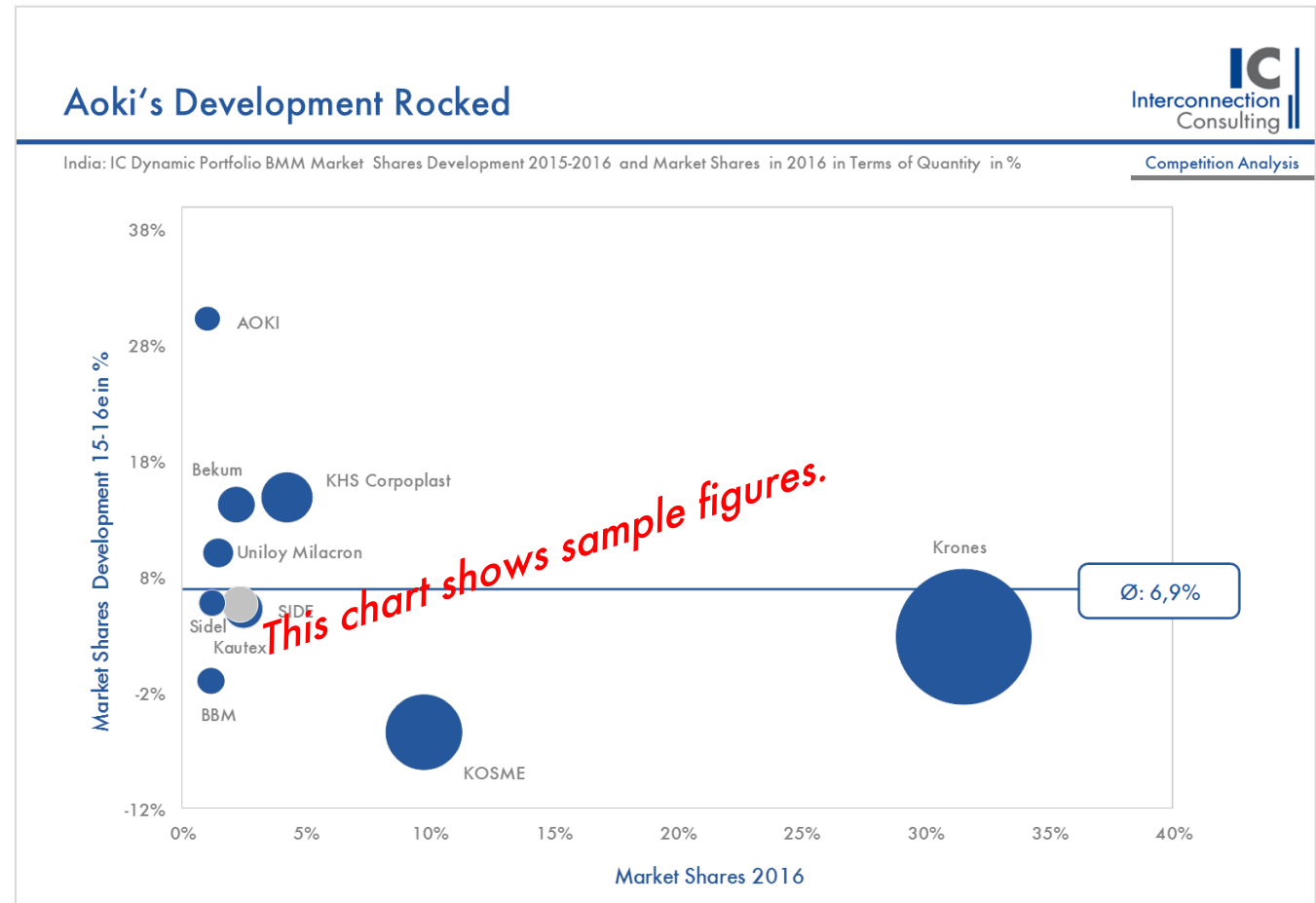
- Overview of the Product Types Segmentation and of the Business Segmentation
- *This chart shows dummy figures.*



- Market Shares of the market leaders for each product group and for each business segment
- *This chart shows sample figures.*



- Detailed description of the most important companies in the examined market by reference to market shares, changes, BCG-Portfolios, etc.
- *This chart shows sample figures.*

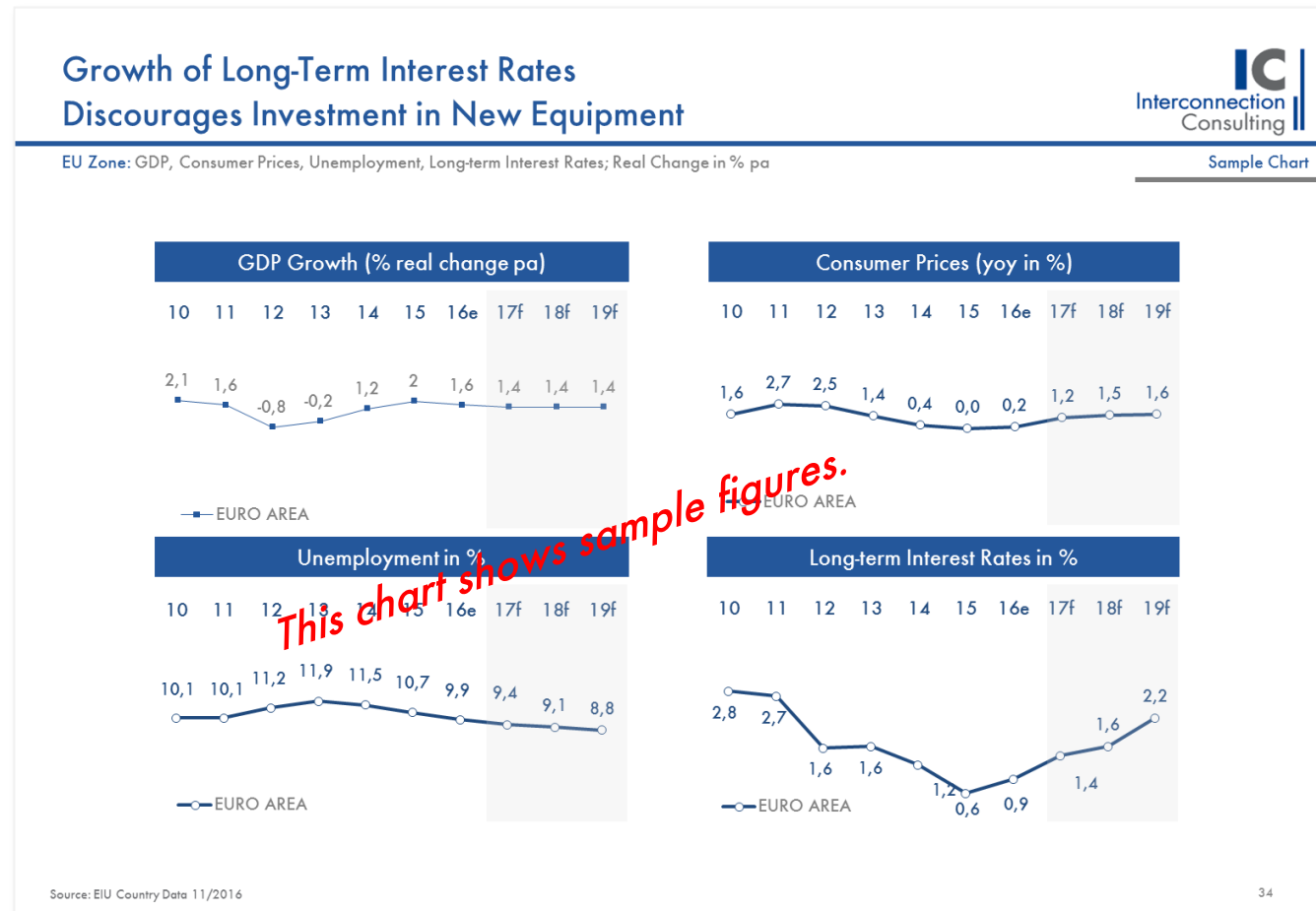


- The data for the market environment consists of main factors such as general economy data, demography, income statistics, industry environment and sentiment indicators.
- *This chart shows sample figures.*



# Market Environment Data of Our Forecasting Model

- The data for the market environment consists of main factors such as general economy data, demography, income statistics, industry environment and sentiment indicators.
- *This chart shows sample figures.*



- In addition to the visualized 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	8.925	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



# Investment Plan for Your Market Research

	Single Issue	IC Subscription *	Scale of Discounts	
Total **	€ 12,420		€ 5.000,-	10%
Single Region	€ 2,950		€ 10.000,-	25%
			€ 15.000,-	30%
			€ 20.000,-	35%

North Europe	Central Europe	UK & Ireland	France & Benelux	East Europe	South Europe
China & Taiwan	India	Japan & South Korea	USA & Canada	Latin America	Rest of the World

\* **IC Subscription:** 20% price advantage compared to single issue: Total - € 9,936. 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 extended by one more year. The price is the individual price for at least two orders of the study (order year and the following year). Price changes must be announced by Interconnection at least six weeks before 31st December.

\*\* Price taking into account the scale of discount.

Price includes an interactive PDF Document. All prices shown exclude sales tax.

# Your Advantages as a Subscription Customer

Please choose between Subscription\*  
or Single issue

☒ **Subscription\*** ☐ **Single Issue**

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 plastic machinery 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 Industry 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  
E-Commerce

## 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

## Webverstärker



E Commerce Insights  
Search Engine Marketing  
Web Channel Analysis

*"...Molds-Masters subscribes to the Interconnection Consulting Annual Hot Runner Report and refers to the report for various internal business initiatives..."*

Mr. Michael Ellis, Director Sales Support and Marketing, Moldmasters



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

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# Factsheet: Blow Molding Machinery Worldwide 2017

## Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 500
- Optional: Hard Cover

## Price

- per region: 2,950 €
- Total: 12,420€

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 of the Market Report

### Structure of the 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, driving system types and application fields and automation.

#### Competition 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

#### Regions:

North Europe, Central Europe, UK & Ireland, France & Benelux, East Europe, South Europe, China & Taiwan, India, Japan & South Korea, USA & Canada, Latin America, Rest of the World

#### Product Groups

Injection Blow Molding, Injection Stretch Blow Molding, Stretch Blow Molding, Extrusion Blow Molding, PET Blowing Molds, Other Blowing Molds

#### Customer Segment

Cosmetic, Beverage, Food, Household, Pharmacy, Chemicals, Mechanical, Automotive

### 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.

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Yes, we would like to order the following market reports

**IC Report Type® Blow Molding Worldwide 2017**

(Please print out the order form and mark your desired countries for the report)

Region	Single Issue	Subscription*
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<input type="checkbox"/> France & Benelux	€ 2,950	€ 2,360
<input type="checkbox"/> East Europe	€ 2,950	€ 2,360
<input type="checkbox"/> USA & Canada	€ 2,950	€ 2,360
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<input type="checkbox"/> China & Taiwan	€ 2,950	€ 2,360
<input type="checkbox"/> India	€ 2,950	€ 2,360
<input type="checkbox"/> Japan & South Korea	€ 2,950	€ 2,360
<input type="checkbox"/> Rest of the World	€ 2,950	€ 2,360



# Order Form

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- ☐ Translation in another language (price on request)

## \*IC Subscription:

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 extended by one more year. The price is the individual price for at least two orders of the study (order year and the following year). Price changes must be announced by Interconnection at least six weeks before 31st December.

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- Easy termination: After 2 issues each subscription can be terminated easily

## Scale of Discount

€ 5,000	10%
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€ 15,000	30%
€ 20,000	35%

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Date	Name	Signature
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