

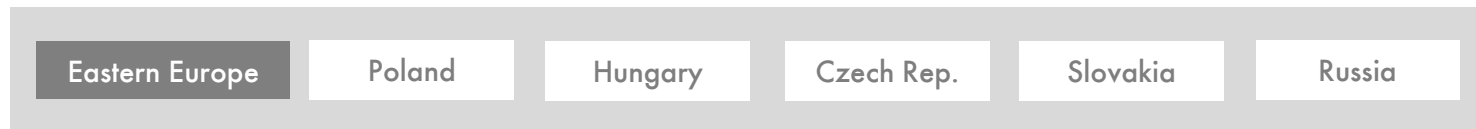
IC Market Tracking Temporary Staffing in CEE-5 2018

- Poland
- Hungary
- Czech Republic
- Slovakia
- Russian Federation

Your Benefits at a Glance

- ✓ Annual overview of the development of the **total market** and the **individual Segments**.
- ✓ Annual competitive analysis with supplier market shares and development comparing to year ago including the greatest competitors and regarding to:
 - Total market
 - The way of delivery
 - Business line
 - Shipping radius
- ✓ Total market, segments and competitive analysis are in value (in €) and volume (number of transported packages)
- ✓ Graphic Presentation of the most important influencing factors
- ✓ Graphic Presentation and interactive charts and tables for the rapid implementation of the data





Job Groups



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

The Logic of Temporary Work

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).

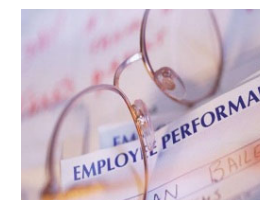


User Undertaking

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.
Euro

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 2018 – 2022f. 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 2018 and 2022f). $r = (E/B)^{1/T} - 1$.

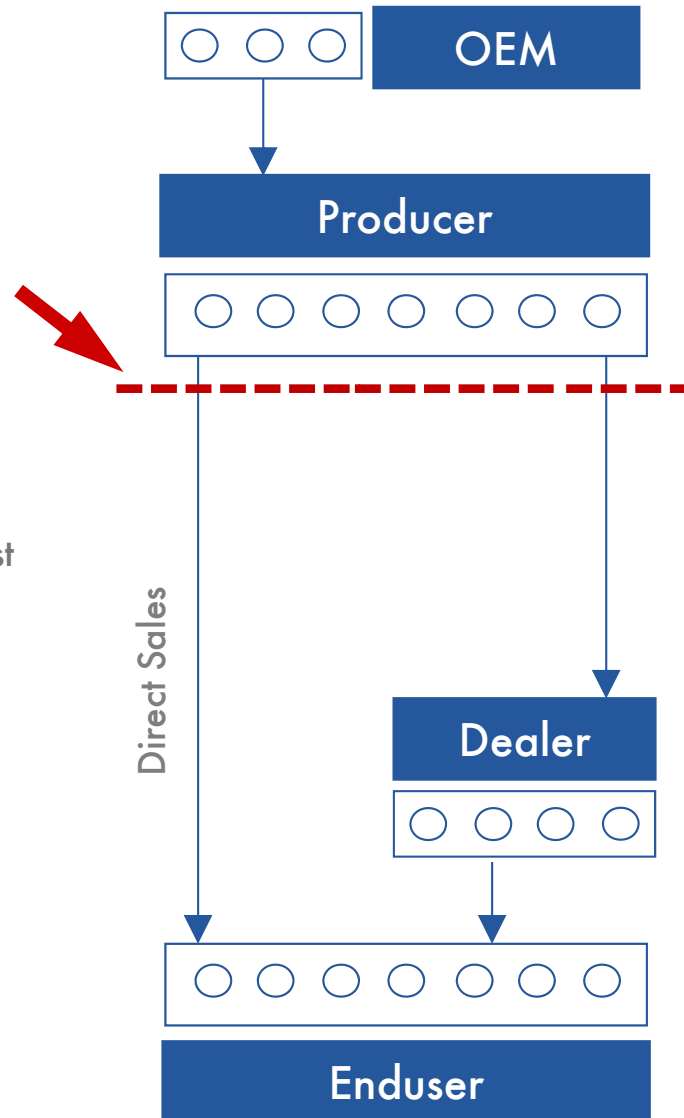
Avg. Share

Average Share over the period 2018 - 2022f.

Structure representation of the research

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

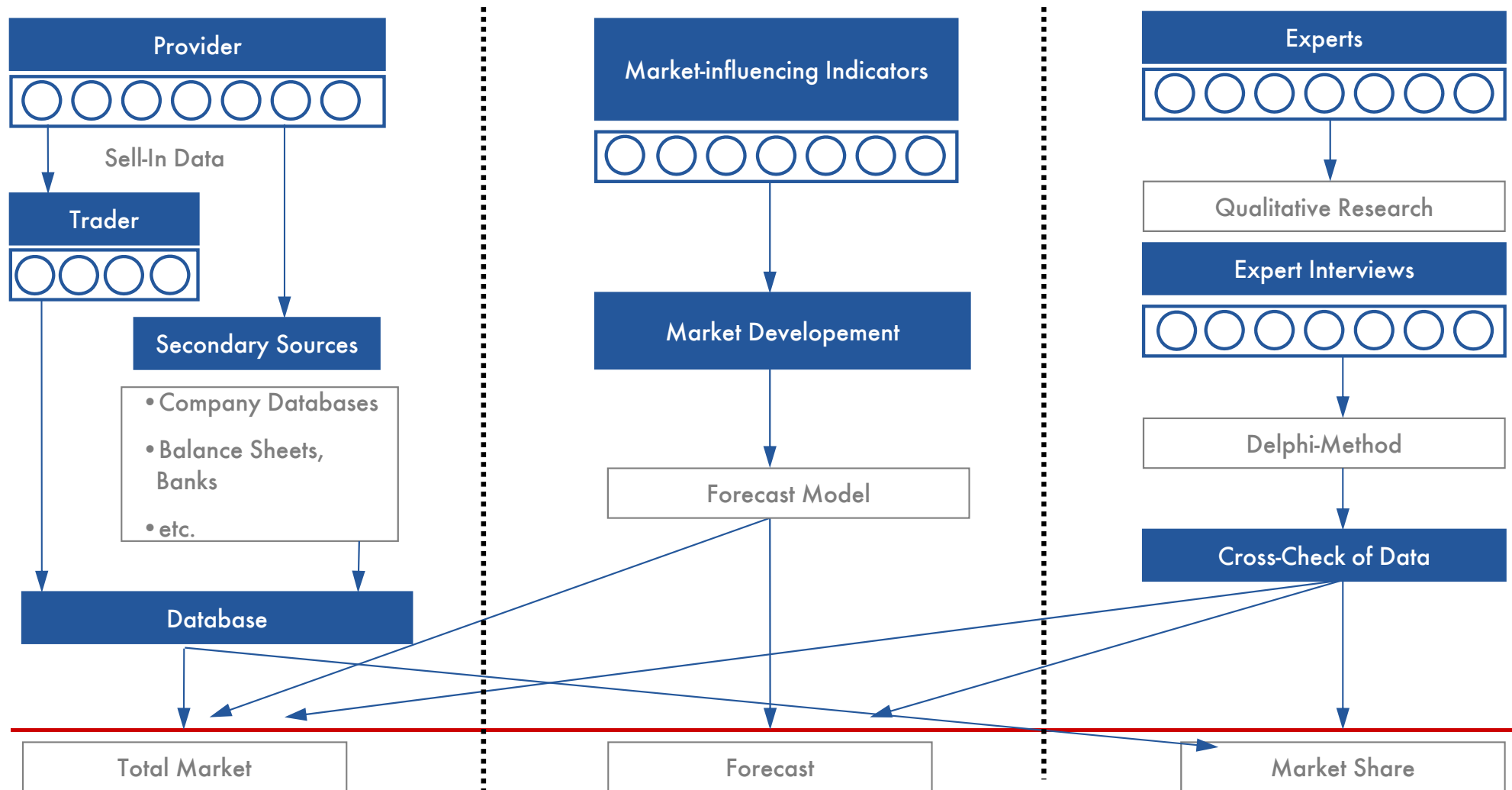
Sales are segmented by the first distribution partner.



The basis for the analysis were interviews conducted with the most important distributors 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.

Primary research of providers & experts as a basis



The IC Cockpit-Solution

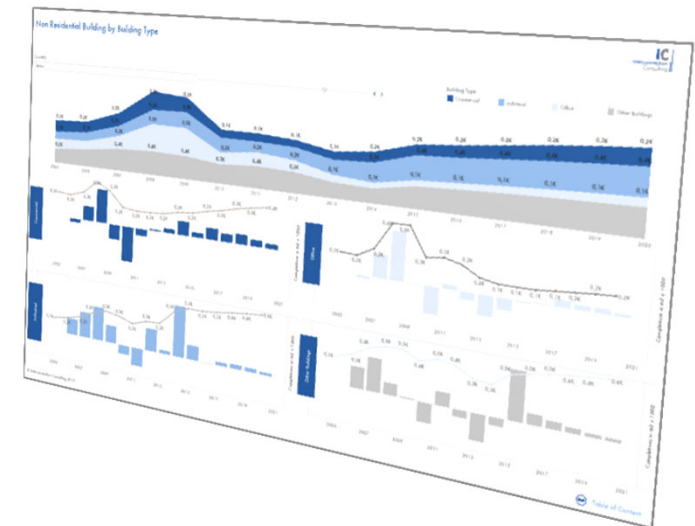
Interactive Preparation of Data as an Online Tool

A picture makes more
than 1000 words

- Complex relationships are **meaningfully** visualized in the form of geo, tree maps, stacked beams, etc.

Interactive Dashboards

- Use **interactive dashboards** for rapid data translation, **potential estimation**, **sales control**, **performance measurement** and **goal setting** for your field force, and more.



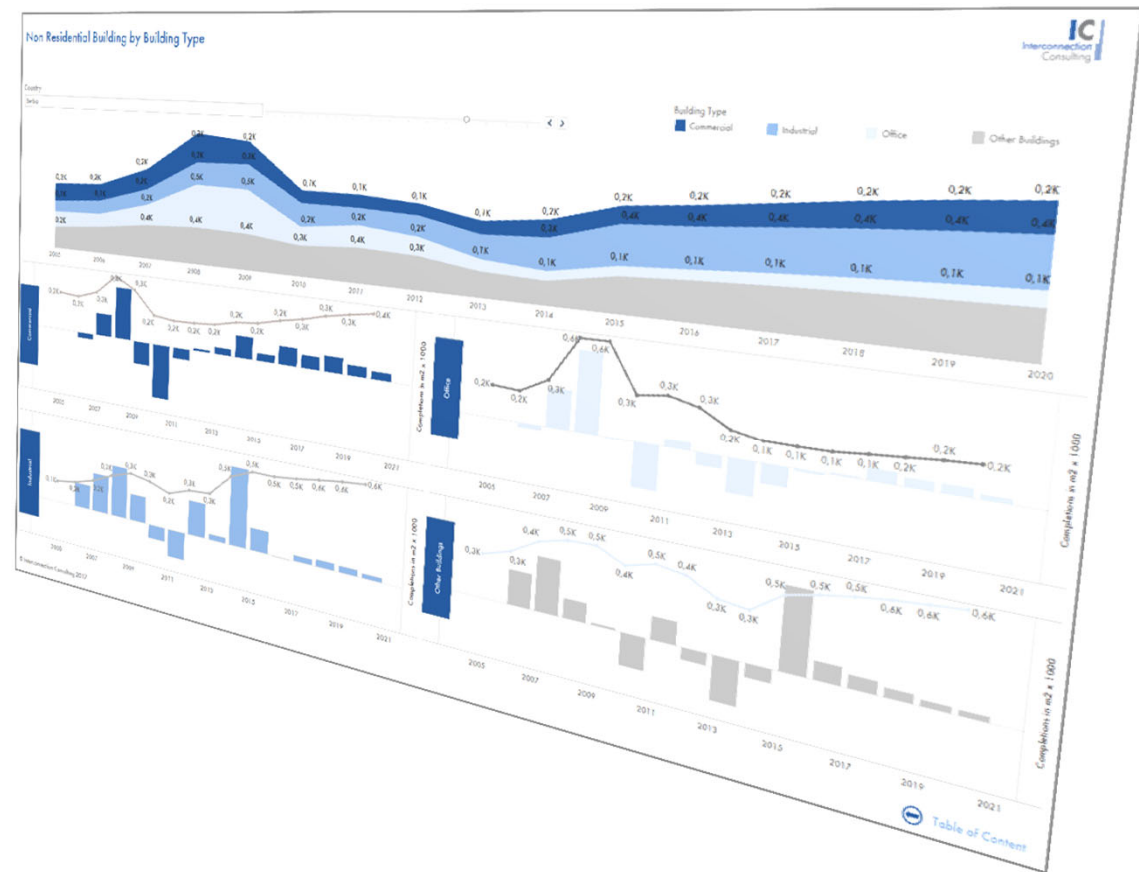
Easy Online
Accessibility

- Market data is available wherever you have Internet access
- You can also export the data as **images**, **CSV** or **PDF files**

Cost of the software license when buying a country report EUR 720,-; from the receipt of two or more country reports, the license costs are included.

The Most Efficient Way to Present and Edit Data

- We offer you the possibility to implement **all data in a Tableau cockpit**.
- Together with you, we **define** how the final **cockpit** should look like in order to present the data to you in the most efficient way for your work.
- In case of subscription, the Dashboard Creation Fee will be waived from the second year. The market data is then automatically uploaded to the software.



Investment Plane For Your Market Research

	Annual Subscription	Single Order	Scale of Discount
Single Country	€ 2.950,-	+25% in case of single order	€ 5.000 -5%
All countries	€ 13.275,-		€ 10.000 -10%

Available countries:

Slovakia

Poland

Czech Republic

Hungary

Russia

***Annual Subscription:** 25% price advantage comparing to single order. The annual subscription can be received after receipt of two studies no later than 31.12. be terminated in the year of the last related study. Price changes will be announced by Interconnection Consulting no later than 6 weeks before the end of the year. If not canceled, the subscription will be renewed for another year.

Price includes access to the online cockpit solution with all data from the study. From the purchase of at least two countries, the license costs are included. The costs for the data for only one country amount to EUR 720, - / user.





Our Market-Intelligence Tools



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

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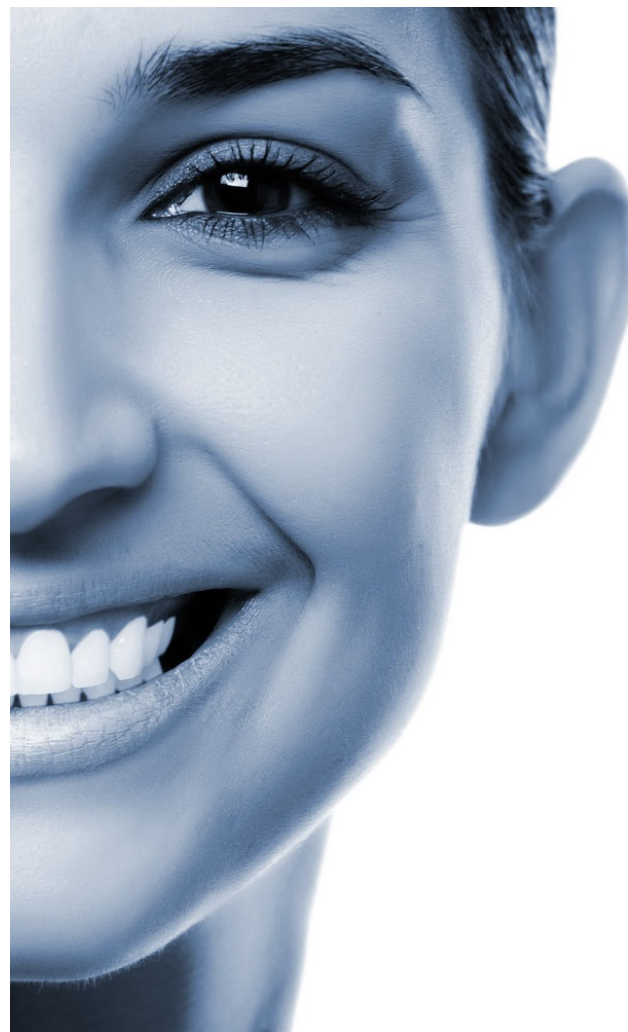
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**Yes, we would like to order the
IC Market Tracking® Temporary Staffing in CEE-5 2019**

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

Please choose from the available countries

- | | |
|--|---|
| <input type="checkbox"/> Poland | <input type="checkbox"/> Czech Republic |
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***Subscription:**

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. 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.

Terms of Payment

Payable after receipt of invoice without discount or via Credit Card. General terms of business apply, as agreed; any disputes arising will be settled before a competent Vienna court of law. We claim copyright protection for the work. Distribution to third parties, duplication, publication or revision, even in part, is not permitted. In case of violation the company or persons placing the order agree to pay a contract penalty of one hundred thousand Euros in each case. All prices shown exclude sales tax. Interconnection reserves the right to use the clients logo as reference until revocation.

Scale of discounts

from 5.000.- EUR	5%
from 10.000.- EUR	10%