



IC Company Profiles

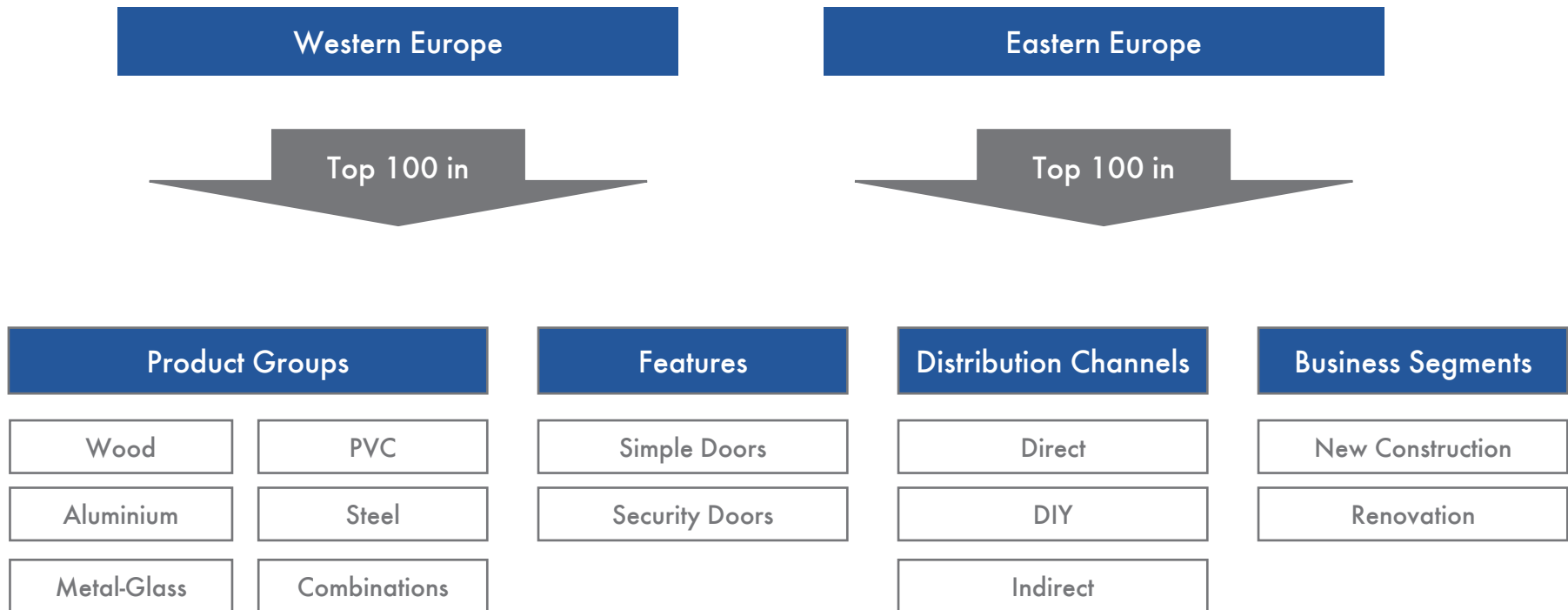
**Top 200 Exterior Doors  
Producers in  
Western & Eastern  
Europe 2018**

# Your Benefits at a Glance

- ✓ Detailed Information about the **200 largest window manufacturers** in Europe, illustrated by **company profiles** with the following key facts:
  - Development of sales in terms of value and quantity (domestic, export share in 1.000 units),
  - Sales volume by Product Groups, Features, Distribution Channels, Business Segments in %
  - Contact details
  
- ✓ Additionally, you will receive an overview of the **total market** and all corresponding product groups, as well, **forecasts** for the upcoming three years for Western/Eastern Europe



# Top 200 Exterior Doors Producers in Western & Eastern Europe



The study consists of :

- Top 100 company profiles in Western Europe and
- Top 100 company profiles in Eastern Europe

In the study you will find a ranking of the top players, including turnover and sales volumes and splits for the segments shown above + additional information; Each company is visualized as a company profile on 2 pages;

In addition we also provide a market overview regarding market size and product group splits for each region (Western Europe overall and Eastern Europe overall)

## Value

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



## Quantity

As there is no broadly accepted European standard door size, turnover is measured in units. As in many regions, companies are not prepared to quantify their door output in terms of size at all (e.g., door output is quantified in weight), transformation into door units is sometimes difficult. We do our best to provide reliable figures. Nevertheless the turnover expressed in value may provide more significant information of the sales volume than the turnover expressed in quantity.



Not included: Interior doors, flat / apartment entrance doors, automatic doors (sliding doors, swing doors, revolving doors, folding doors etc.), special doors (e.g. fire-rated doors). Security doors are included

## Product Groups

Wood

Doors made of Wood

Aluminium

Doors made of Aluminium

Steel

Doors made of Steel

PVC

Doors made of Plastic

Metal-Glass

Doors made of Metal Glass

Combination

Other Combinations such as Wood-Metal



## Characteristics

Security Doors

Doors with Burglar Protection

Normal Doors

Doors without Burglar Protection



## Distribution Channel

Direct

Direct sales to the end user, also by own sales rep. or Internet

DIY

Sales through large retail stores or warehouses

Indirect

Wholesale trade, retail trade and all other forms of trade in which goods are purchased and sold by a third party

## Customer Segment

Residential

Residential Construction including 1-family, 2- family dwellings

Non-Residential

Non-Residential Construction such as buildings for education, health, industry, storage, office, commercial, agricultural and other purposes

## Business Segment

New Construction

Doors in newly erected buildings

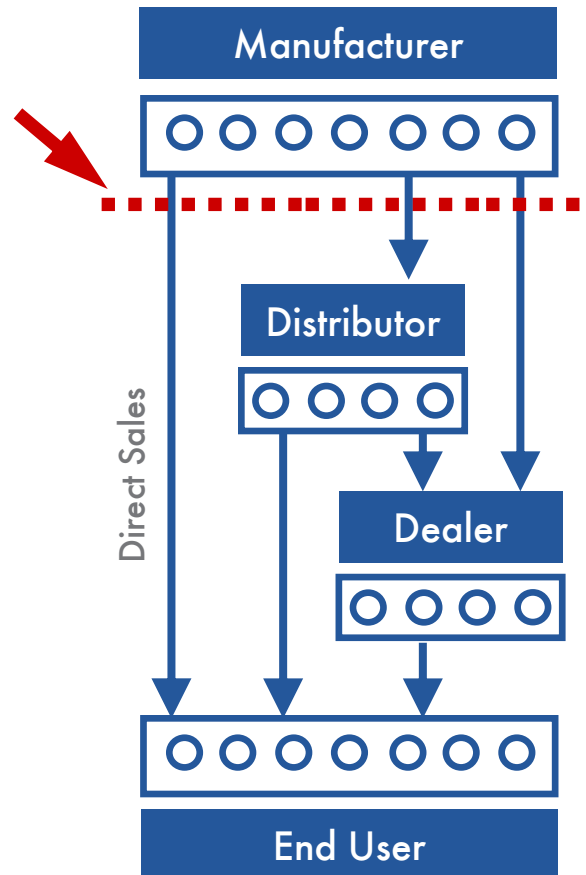
Renovation

Replacement of already existing Doors

# What Do We Measure in Our Reports?

Interconnection measures the total sales at street prices without VAT per branch to the first buyer.

Sales are segmented by the first distribution partner.



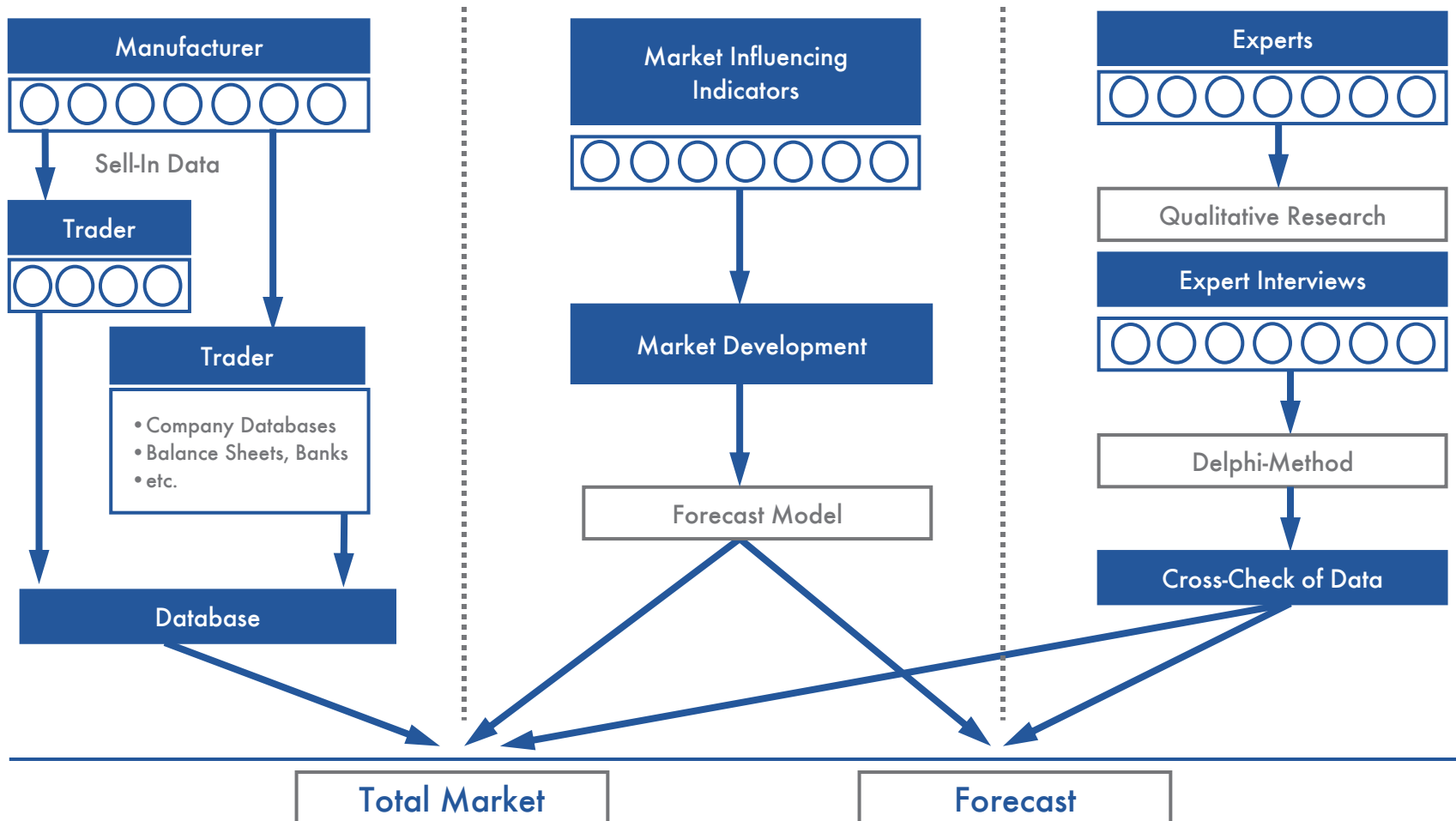
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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

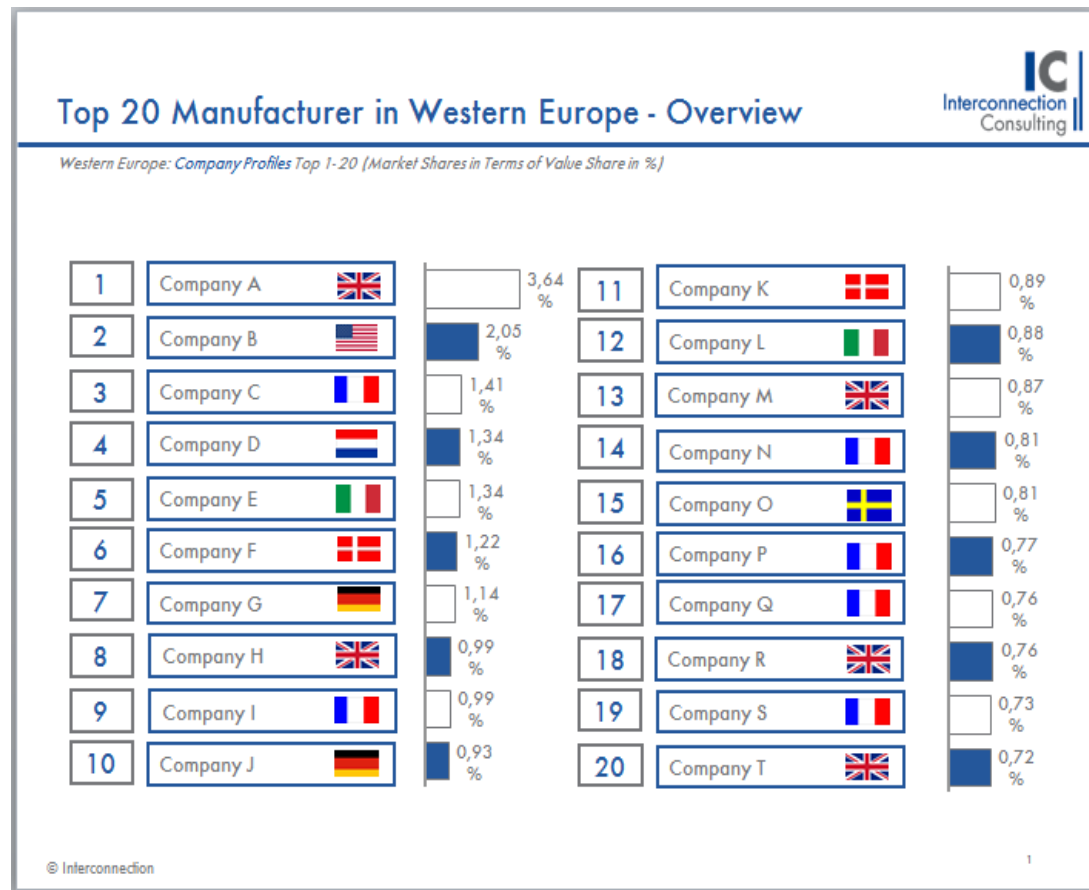
Methodology





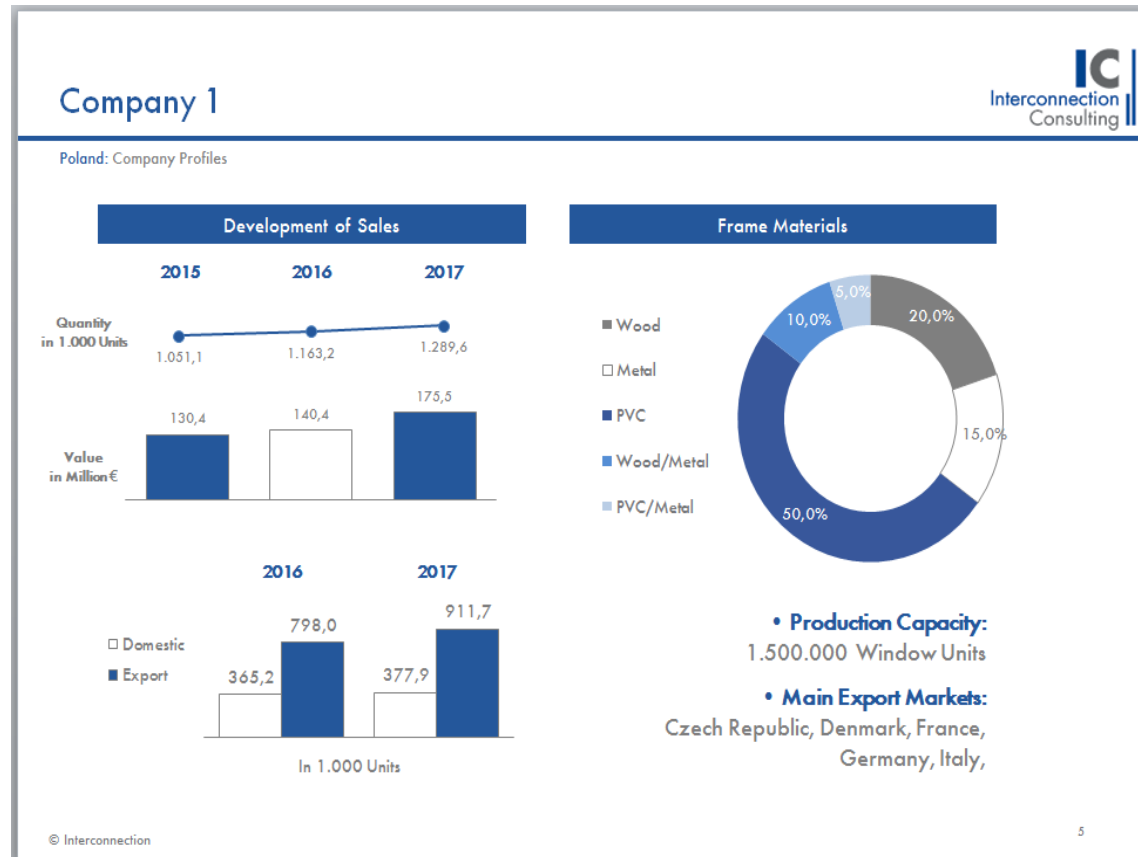
# IC Company Profiles – Top 200 Window Producers in Europe

- *European-wide ranking analysis with the market shares of the top 200 manufacturers, broken down into Western and Eastern Europe*
- *All data are put into graphs and presented in an interactive, hit-proof-clicking PDF-document*



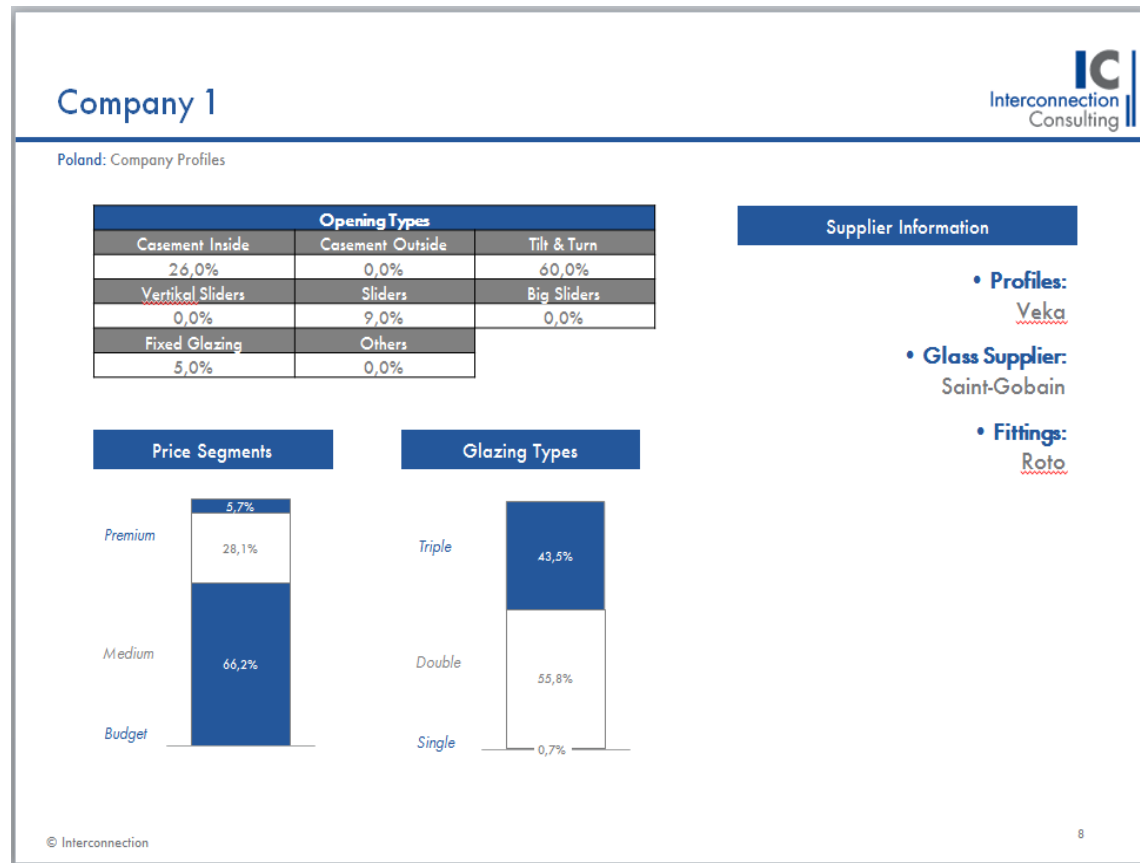
# Company Information in Regards to Sales Volume and Turnover

- *Development of sales volume and turnover over the past years*
- *In-depth information regarding material shares, export markets and production capacity*
- *This chart shows dummy figures*



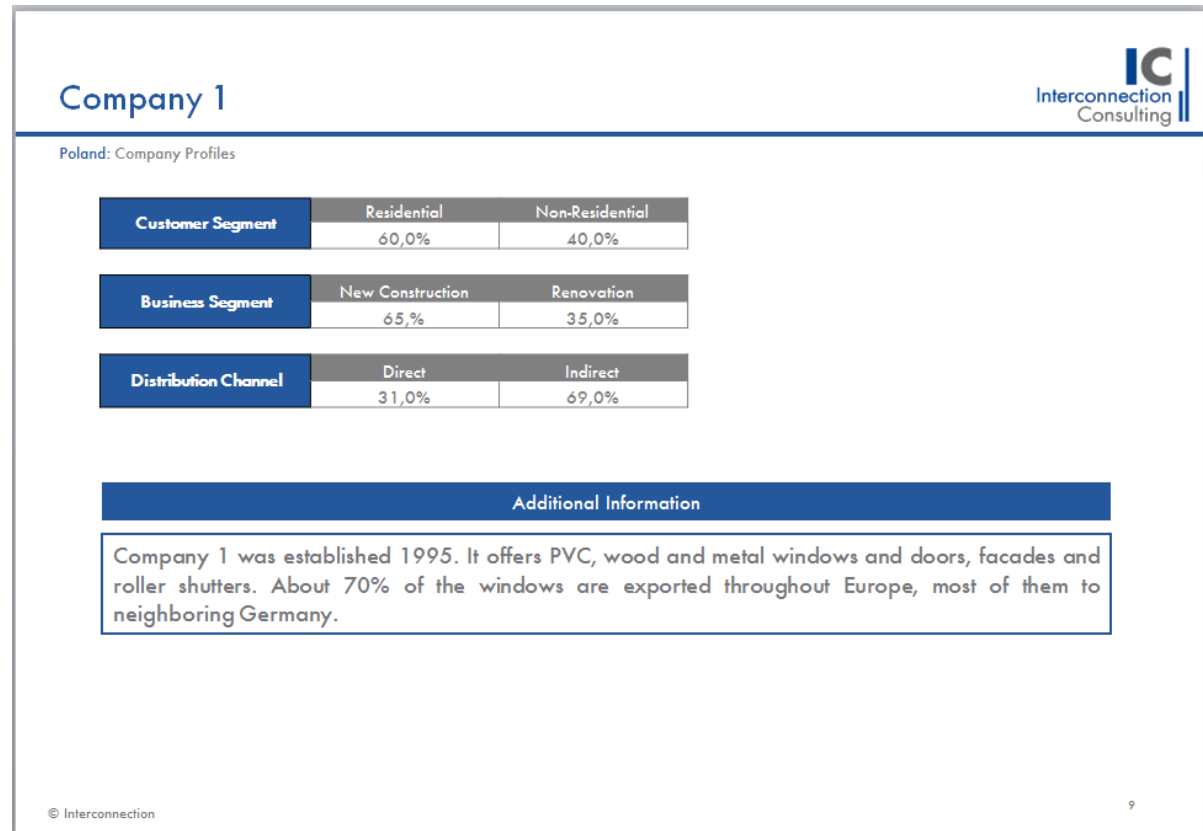
# Information about Opening Types and Supplier

- Portfolio differentiation into sub-segments such as opening, glazing types, price segments and supplier
- This chart shows dummy figures



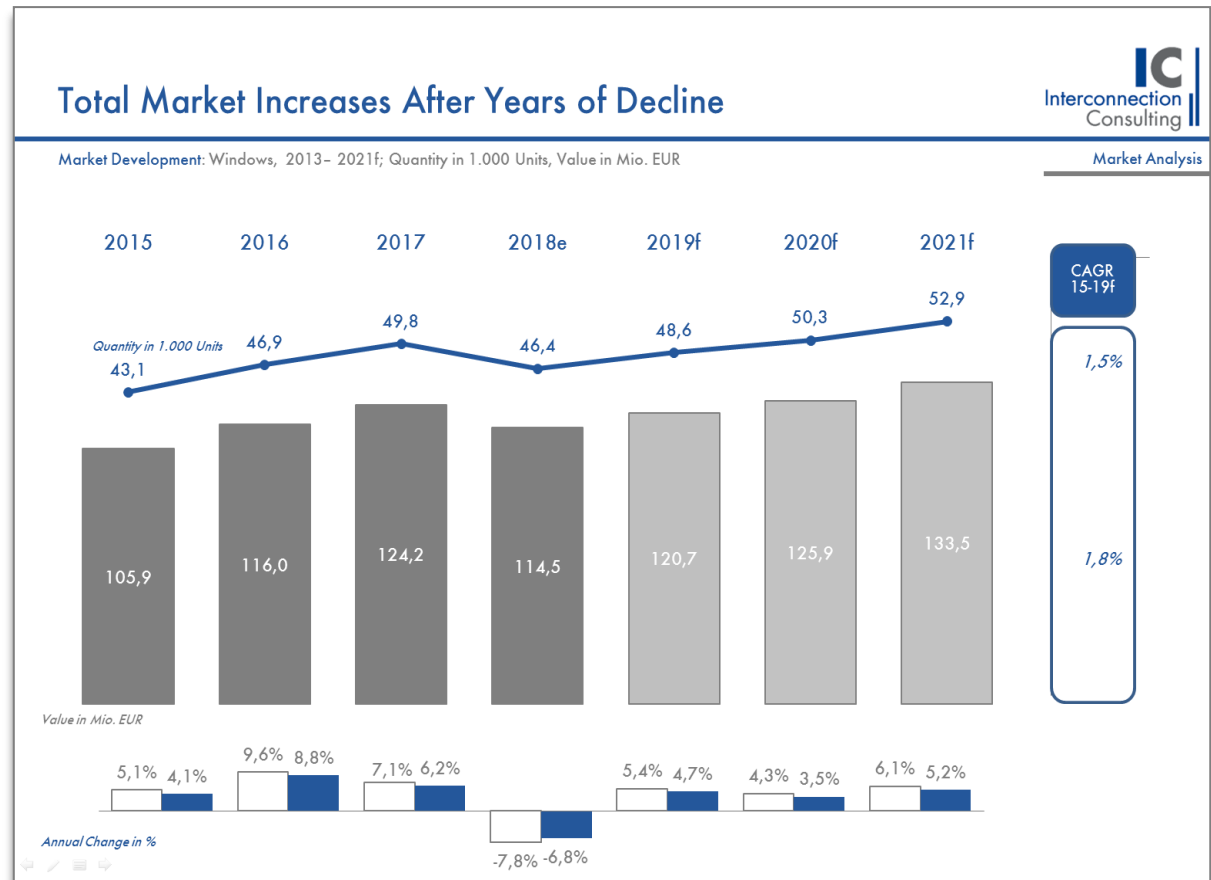
# Additional Information about Top 200 Market Players

- Discover more about the various market players (business & customers segments, distribution channels etc.)
- This chart shows dummy figures



# Total Market Development and Forecast

- Overview of the total market in terms of quantity and value
- Development until the current year and forecast for the upcoming three years
- This chart shows dummy figures.



- Additionally to the visualised 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 modeling.
- Pivot tables are available for the Top 200 window manufacturers (with sales volume in Western respective Eastern Europe) and their suppliers for profile, glass and fittings

## 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 - #	Results
Segment A	18.592
Segment B	8.434
Segment C	5.310
Segment D	3.290
Segment E	1.332
<b>Total</b>	<b>36.958</b>


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
<b>Total</b>	<b>36.958</b>	<b>42.025</b>	<b>47</b>

*Dieses Chart zeigt fiktive Zahlen zur Illustration*

# IC Company Profiles – Top 200 Exterior Doors Producers in Europe

	Single Issue	IC Subscription *
Western Europe	€ 6.500,-	
Eastern Europe	€ 6.500,-	
Europe Total	€ 11.950,-	

\* **IC Subscription:** 20% 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 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 upon publication of a new issue. 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 Delivers Data for Company Decisions

- Interconnection is the leading institute for market data in the door 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 construction 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

<h2>Market Analysis</h2>  <ul style="list-style-type: none"><li>Market Volume</li><li>Market Shares &amp; Entry</li><li>Competition Analysis</li></ul>	<h2>Distribution</h2>  <ul style="list-style-type: none"><li>Channel Map</li><li>Distribution Matrix</li><li>Margins</li></ul>	<h2>Customer Insight</h2>  <ul style="list-style-type: none"><li>Focus Groups</li><li>Buying Motives</li><li>Customer Benefits</li></ul>	<h2>Market Forecasts</h2>  <ul style="list-style-type: none"><li>Indicator Models</li><li>Life Cycle Models</li><li>Econometric Analysis</li></ul>
<h2>Brand Analysis</h2>  <ul style="list-style-type: none"><li>Brand Scorecards</li><li>Brand - Triangle</li><li>Brand Affinity</li></ul>	<h2>Customer</h2>  <ul style="list-style-type: none"><li>Importance/Satisfaction Portfolios</li><li>Customer Loyalty</li><li>Customer Typology</li></ul>	<h2>Price Research</h2>  <ul style="list-style-type: none"><li>Price-Sales-Function</li><li>Price-Simulation-Tool</li><li>Optimal Pricing</li></ul>	<h2>E-Commerce</h2>  <ul style="list-style-type: none"><li>E Commerce Insights</li><li>Search Engine Marketing</li><li>Web Channel Analysis</li></ul>

## Customers of our Studies on Windows:



# Contact Information

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

## **Interconnection Consulting**

Getreidemarkt 1, A-1060 Wien

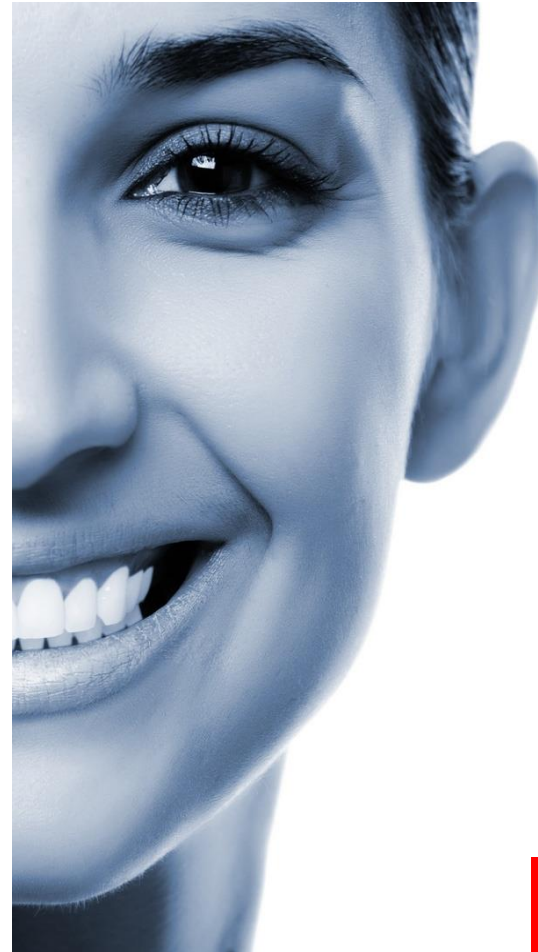
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(Please, print out the order form and mark your desired products)



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- Translation in another language (price on request) – report currently in German

### \*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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### Scale of Discount

From 5.000,- EUR	5%
From 10.000,- EUR	10%
From 25.000,- EUR	20%
From 40.000,- EUR	25%

# Order Form

**Billing Address:** (Please fill in the data completely)

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Signature