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IC Market Tracking®

Industrial Enclosures in Europe TOP 5 2016

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Your Benefits at a Glance

- ✓ Overview of the development of the **total market** and the **individual Segments**.
- ✓ **Market Forecasts** for all product segments and regions for the upcoming three years, based on our econometric models.
- ✓ Awareness of **Market Position** and development during the last two years, in comparison with major competitors and with respect to:
 - Total Market
 - Regional Markets
 - Product Groups and Segments
 - Distribution Channels
- ✓ Information about the most important **Factors of Influence**
- ✓ **Graphic Presentation** of the results facilitates the development of your own strategies.



IC Market Tracking® Industrial Enclosures in Europe TOP 5 2016

Deutschland	UK	France	Italy	Spain
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Field of Application	Material	Design	Building Type	Distribution
Interior	Aluminium	Small Case	Series Production	Direct
Exterior	Sheet Steel	Enclosure System	Special Production	Indirect
	Stainless Steel			
	Non-Metallic			

For all represented segments we show the total market and a forecast up to 2019, as well as market shares of the top players for the years 2015 and 2016e

Definition and Abbreviation

Product Groups

The Sales are stated in 1,000 Euro. Values are always Net-sales (no List prices), incl. Discount

Small Cases

Compact industrial and wall mounted enclosures

Enclosure Systems

Modular- & Console Systems

Aluminium

Aluminium Cases

Sheet Steel

Sheet Steel Cases

Stainless Steel

Stainless Steel Cases

Non-Metallic

Plastic (PVC, Fiberglass, ABS, Fiberglass, ABS Cases)

Distribution

Direct

Direct Sales to Customers (via marketing staff and others (incl. Internet))

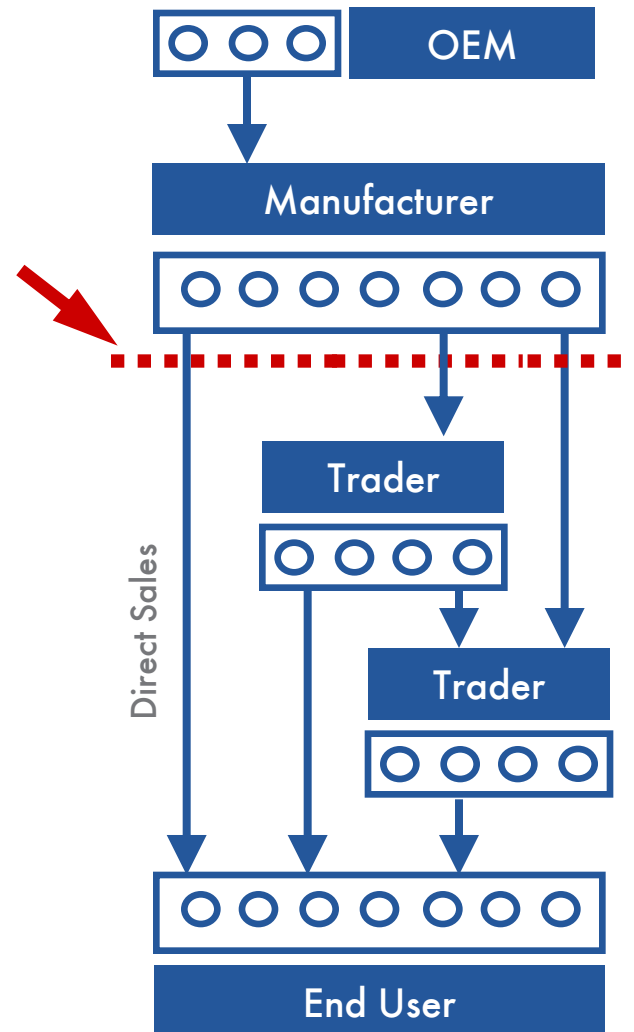
Indirect

Sales via specialist trade, wholesale or retail



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.

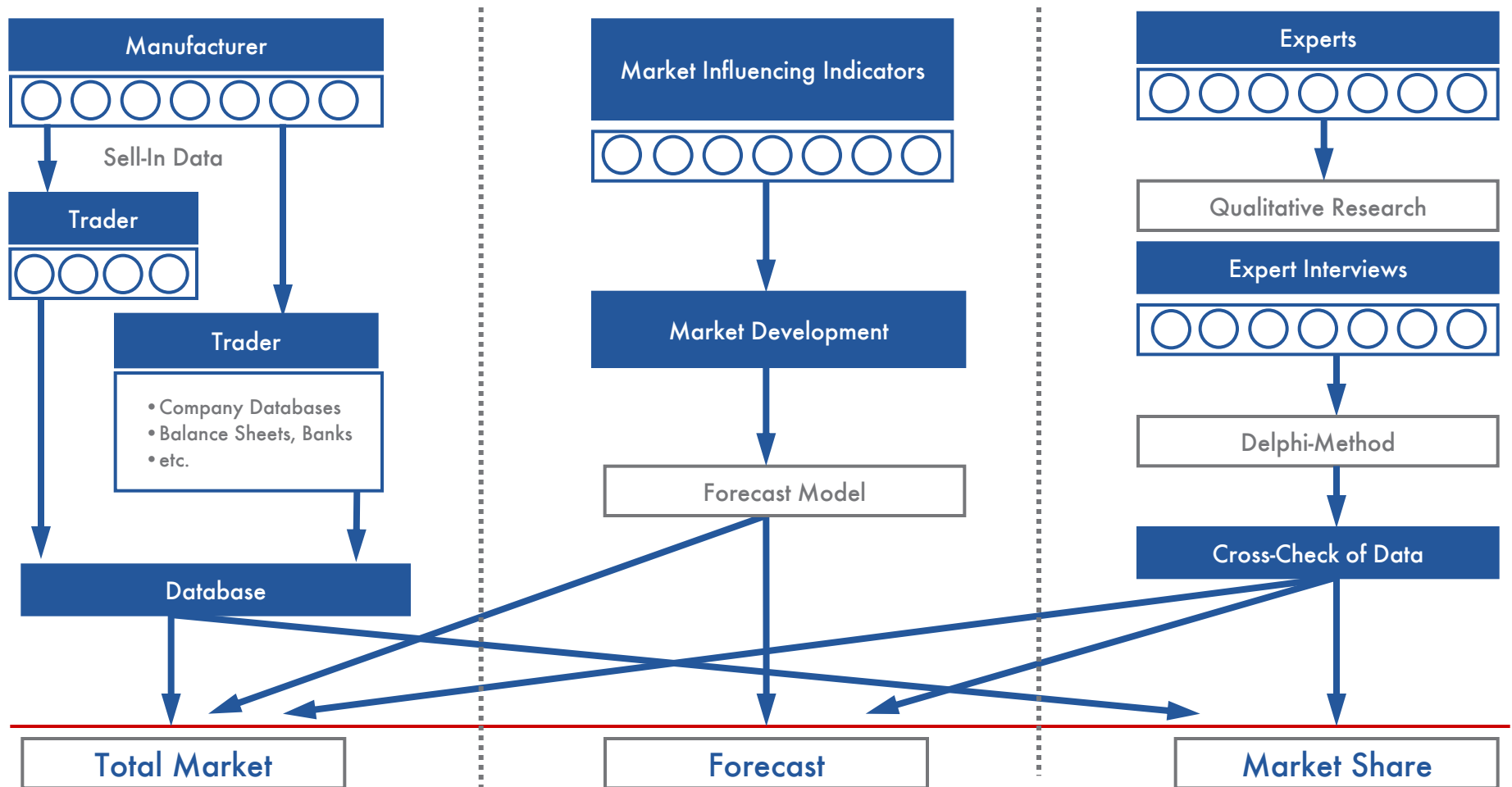


The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

Interviews with distributors and specialised traders act as a cross-check of the data. In addition, investigations of listings and average prices are carried out.

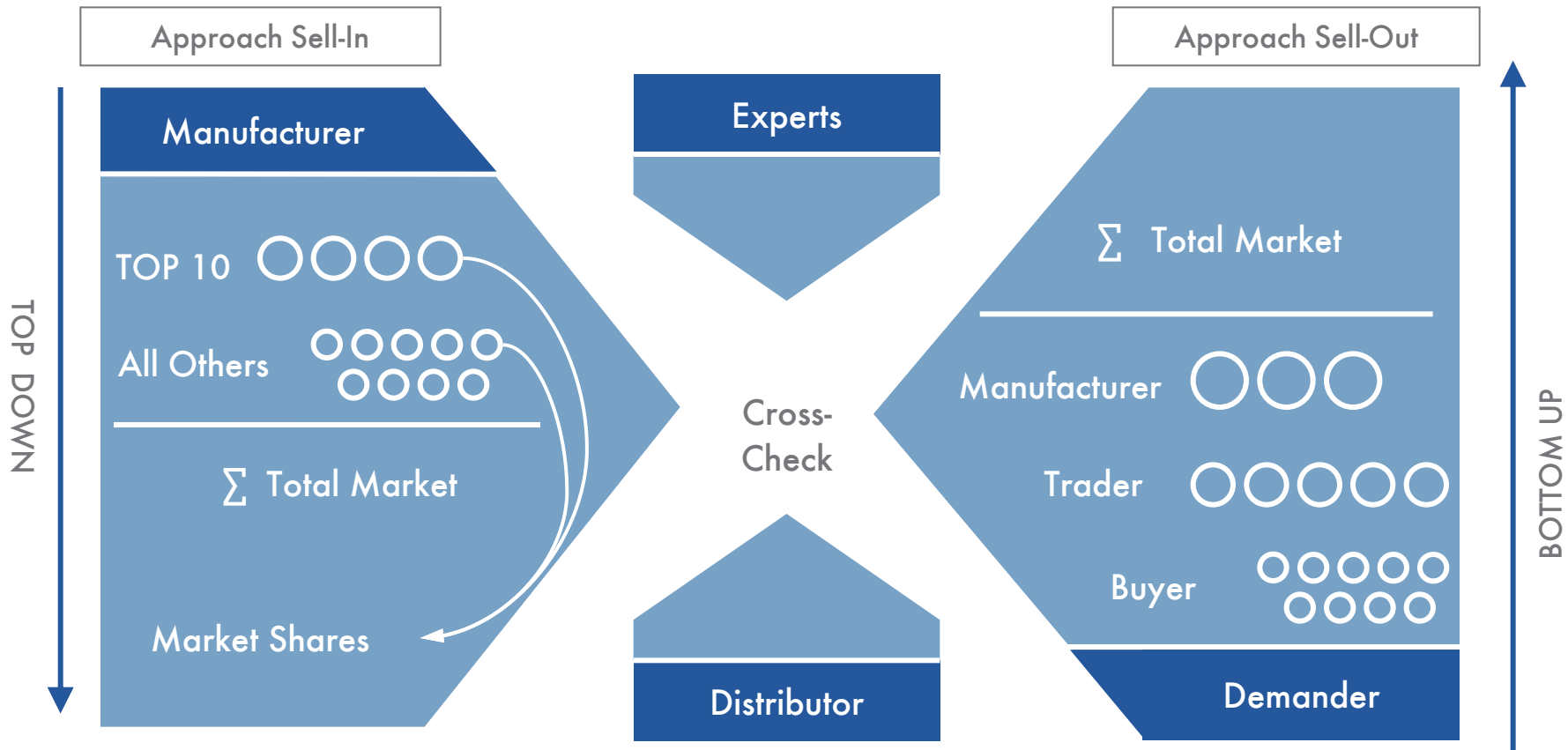
Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology



Data of Manufacturers Aligned with Market Calculation

Description Structure of Survey Methodology



Contents of the IC Market Tracking® Industrial Enclosures in Europe

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

- 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 consumer behaviour, 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.
- By using several analytical tools, we also carry out a **Strategy Analysis**: We show the strategic position through Efficiency-portfolios, BCG-Portfolios, Interconnection Dynamic-Portfolios, etc. Thus you can evaluate the strategic position of the main competitors at a glance.
- 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.

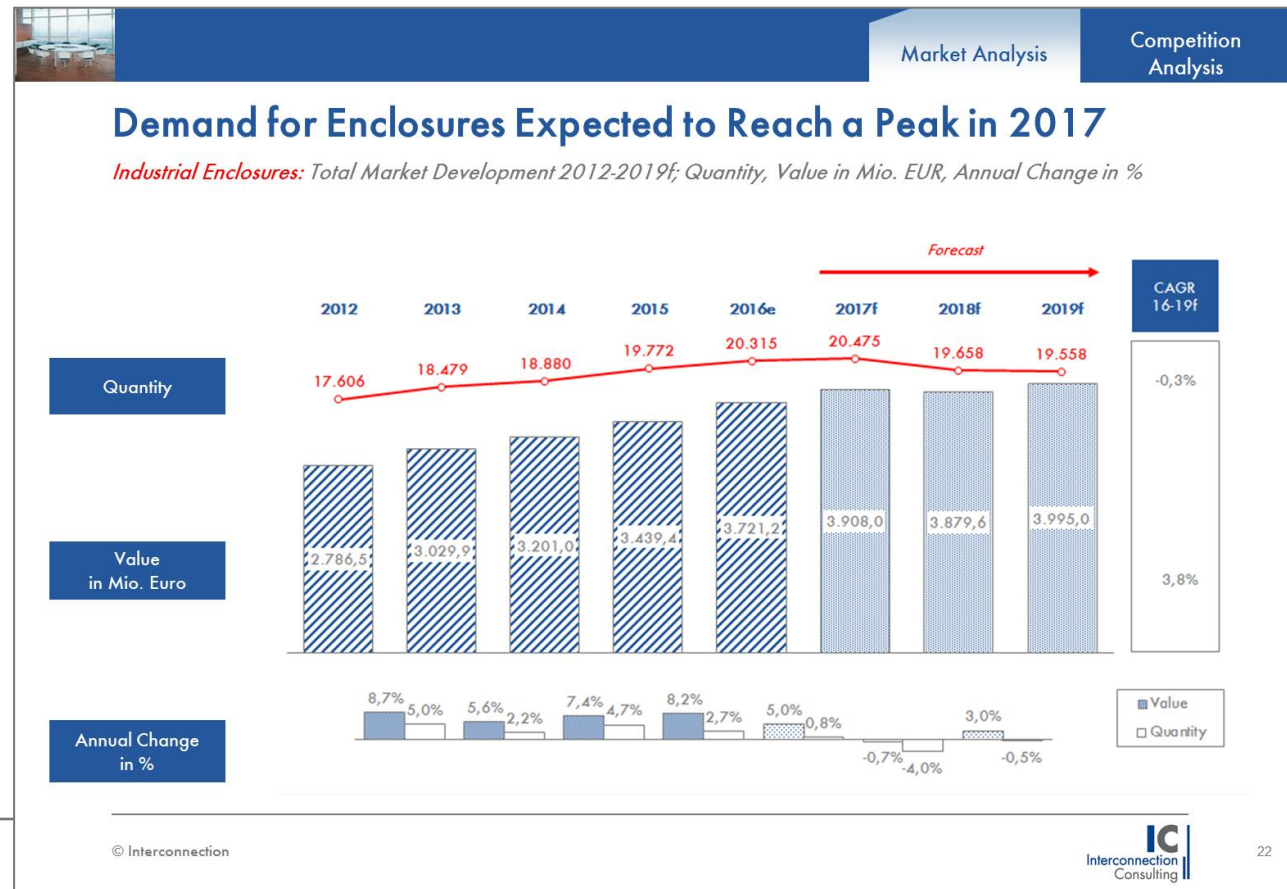
Analysis of the Macro-Economical Environment

- Regarding the macro-economical environment we analyse the market driver of the industry for the upcoming years, as well as the development of the construction industry, costs, sentiment indicators, economic key-data and trends.
- This chart shows dummy figures.



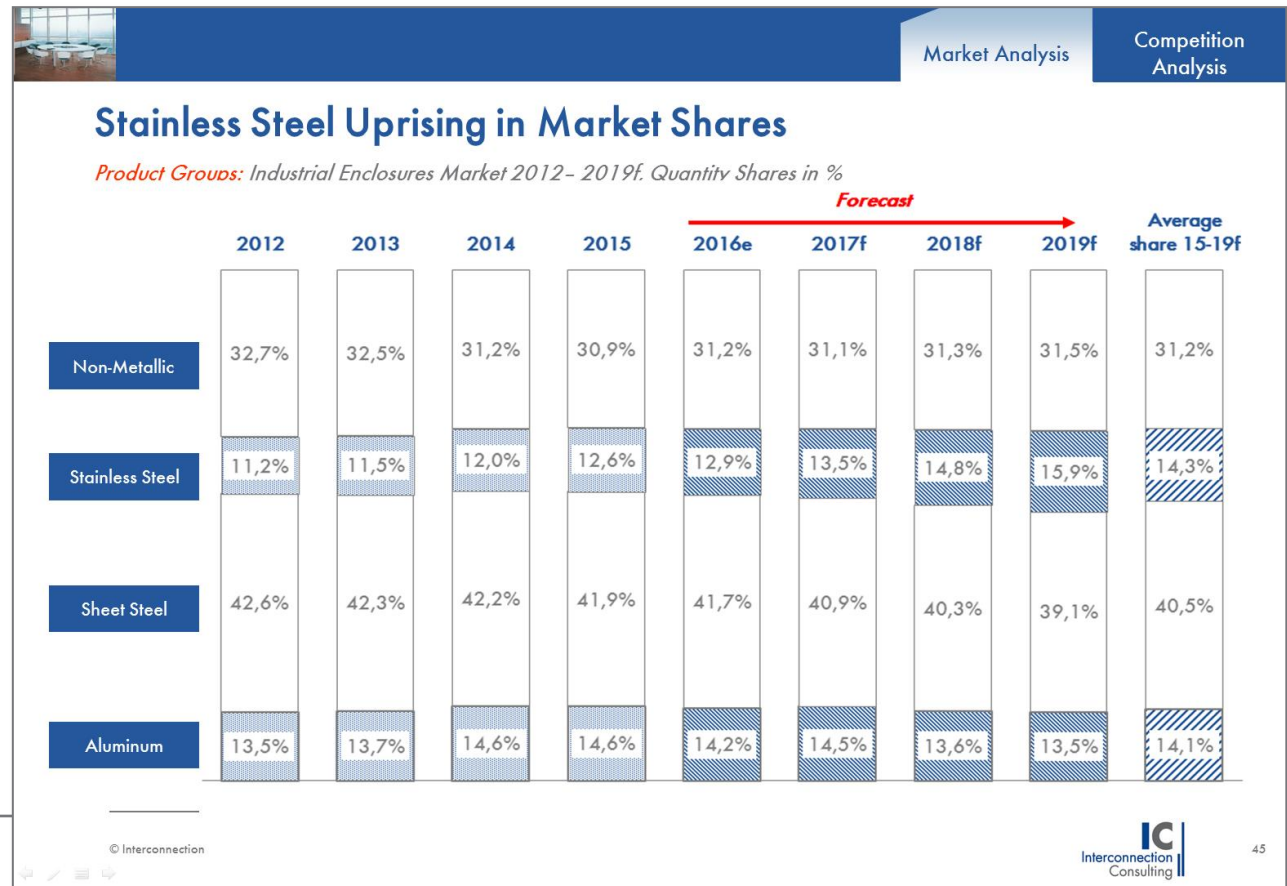
Executive Summary at the Beginning of the Report

- Overview of the total market up to the current year and a forecast in regard to the upcoming three years.
- This chart shows dummy figures.



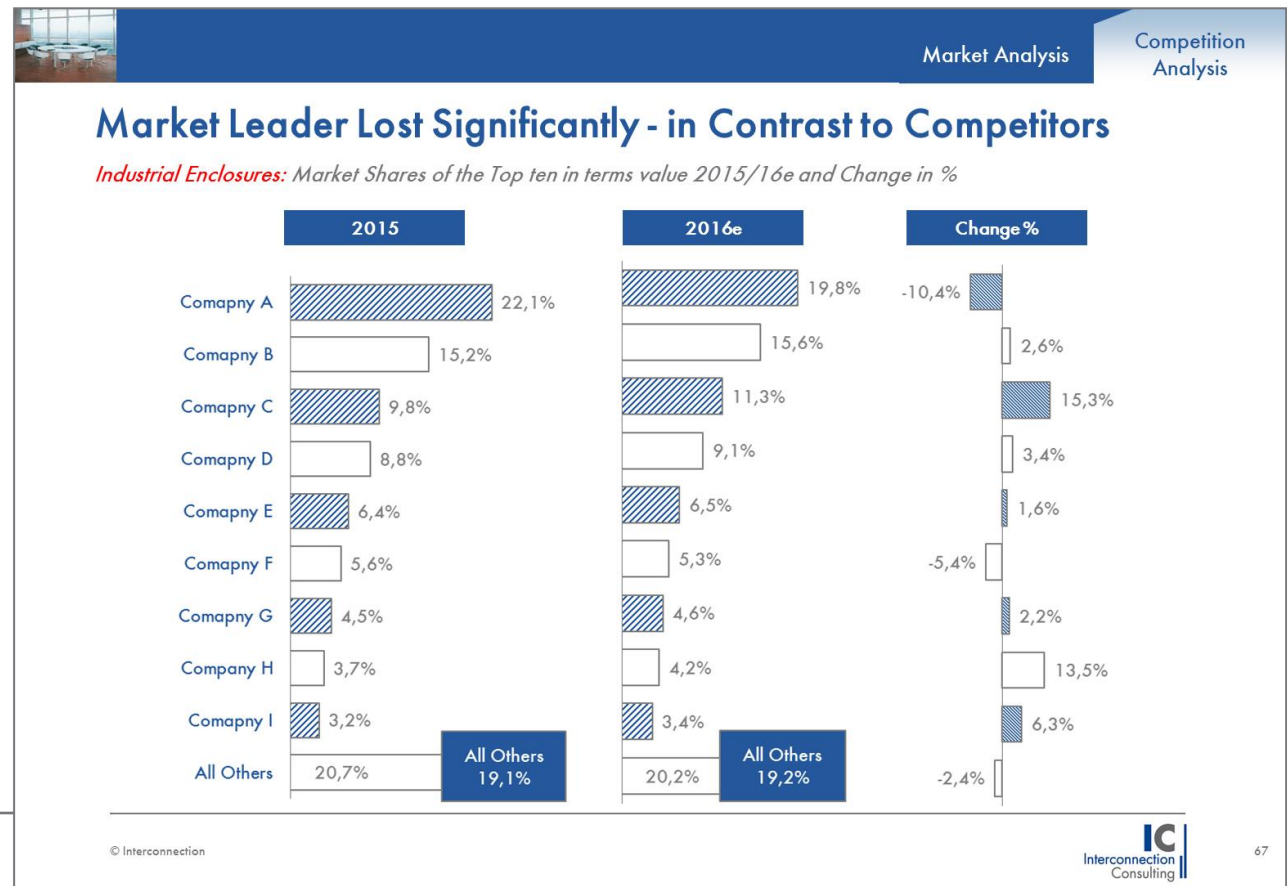
Product Groups, Sub-Segments und Distribution

- Presentation of all materials in terms of quantity and value between 2012 and 2019f and analysis of average prices..
- Presentation of all additional segments such as distribution channels, customer and business segments as well as building types..
- This chart shows dummy figures.



Competition Analysis in Terms of Top 10 Companies

- You receive a Competition Analysis of the Top 10 companies in the industry regarding the total market as well as for all market segments.
- Besides you get a pivot chart, which contains all company data.
- This chart shows dummy figures.



Pivot-Charts

- In addition to this visualized report you receive pivot-charts
- By means of this tool the user can select the data independently and thus, analyse market developments by himself.
- Pivot-charts enable competition analysis, total market developments as well as forecasts.

Umgang mit Pivot Tabellen

1. Die gewünschte Unterkategorie (z.B.: Technologie - A) kann mittels einfachem Drop-Down Menü ausgewählt werden.

Technologie	A
Distribution	(Alle)
Quartal	4
Menge/Wert	Menge
Gewichtsklasse	(Alle)
Land	Deutschland
Marke	(Alle)
∅ Preis in € (Klassen)	(Alle)

Summe - #	
Segmente	Ergebnis
Segment A	18.592
Segment B	8.434
Segment C	5.310
Segment D	3.290
Segment E	1.332
Total	36.958


2. Um verschiedene Kategorien (z. B.: Technologie) zu analysieren, ziehen sie das graue Feld in die Tabelle

Distribution	(Alle)
Quartal	4
Menge/Wert	Menge
Gewichtsklasse	(Alle)
Land	Deutschland
Marke	(Alle)
∅ Preis in € (Klassen)	(Alle)

Summe - #	Technologie		
Segmente	A	B	C
Segment A	3.290	5.452	7
Segment B	5.310	8.925	21
Segment C	8.434	10.794	13
Segment D	18.592	14.624	6
Segment E	1.332	2.229	
Total	36.958	42.025	47

Prices & Dates

IC Market Tracking® Industrial Enclosures in Europe TOP 5 2016

	Single Issue	IC Subscription *	Scale of Discounts		
Europe Total **	€ 9.882,50		€ 5.000	-20%	
Single Country	€ 2.950,-		€ 10.000	-33%	
Available countries	France	Germany	Italy	Spain	UK

* **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

„Long experiences and profound understanding of the building industry mark the quality of IC-studies.“

Mr. Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe

Costumers of our Industrial Enclosure Studies:

FIBOX
Enclosing innovations

Weidmüller 

hager

SCHRACK
TECHNIK

 **Pentair**

RITTAL

ARGOS
SODITIC
Capital for your future

Raychem **RPG** 

ELMA
Your Solution Partner

Interconnection Delivers Data for Company Decisions

- Interconnection is the leading institute for market data in the industry for Industrial Enclosures.
- Our studies support the leading companies in the determination of targets, definition of marketing strategies, 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.
- Next to market data we offer for the design furniture branch Ad-hoc studies in the field of distribution analyses, pricing, market entry strategies, customer satisfaction, image analyses etc.
- Our Consultant supports companies also in the implementation of data in actions = in the development of marketing strategies.



Market Analysis



Market Potential

Market Entry

Competition Analysis

Customer Insight



Focus Groups

Buying Motives

Customer Benefits

Pricing



Price-Sales-Function

Price Simulation Tool

Optimal Pricing

Price Monitoring



Price Database

Prices per Distribution Channel

Explanation of
or Price Differences

Customer Satisfaction



Importance/Satisfaction
Portfolios

Customer Loyalty

Customer Typologies

Brand Insights



Brand Scorecards

Brand Triangle

Brand Affinity

Distribution Analysis



Channel Map

Distribution Matrix

Margins

Webverstärker



E Commerce Insights

Web Enforcer

Search Engine Optimizing

If there are any questions please
feel free to contact us!

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General Information

Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 220
- Optional: Hard Copy

Price

- Single Issue: 2,950 €
- All Countries: 9,882.50 €
- Hard Copy: 150 €

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, business segments, customer segments, distribution channels and opening types.

Competitive 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:

Germany, France, United Kingdom, Italy and Spain

Field of Application:

Interior & Exterior

Material

Aluminium, Sheet Steel, Stainless Steel and Non-Metallic (Plastics)

Design:

Small Cases & Enclosure Systems

Building Type:

Series Production & Special Production

Distribution:

Direct & Indirect

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.