



we show you the way

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IC Market Tracking Infrastructure Pipes in Latin America 2017

- Argentina
- Brazil
- Chile
- Colombia
- Ecuador
- Mexico
- Peru
- Venezuela

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- ✓ 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 of our econometric forecast model.
- ✓ **A competition analysis** containing detailed **market shares** in terms of:
 - The total market
 - Application
 - Material
 - Diameter Range
- ✓ **Graphic representation, interactive charts and tables** which allow for rapid application and utilization of the provided data.



Countries Available			
Argentina	Brazil	Chile	Colombia
Ecuador	Mexico	Peru	Venezuela

Market by...

Pressure Pipes

Application	Diameter Range	Material
Gas	< 90 mm	PVC / PE
Water Supply	90 - 160 mm	GRP
	160 - 315 mm	Metal
	>315 mm	

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

Countries Available			
Argentina	Brazil	Chile	Colombia
Ecuador	Mexico	Peru	Venezuela



Non-Pressure Pipes			
Application	Diameter Range	Material	Pipe Type
Sewage	< 110 mm	PVC / PP / PE	Compact
Drainage	110 - 300 mm	GRP	Corrugated
	300 - 1000 mm	Others	
	>1000 mm		

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

Product Groups

Pressure Pipes

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

Pressure pipes are used for many industrial processes: gas distribution/supply, for water supply and distribution etc. These pipes are usually under pressure.

Non-Pressure Pipes

Non-pressure pipes are primarily used for sewage, drainage, storm drains, and other applications. Because it is primarily laid beneath the ground surface, the conduit must possess outstanding strength and durability and be resistant to aggressive soils and chemicals. It must also have good abrasion resistance.

Application Type

Gas

A pipe used for transport of liquids and gases as well as for other applications.

Water Supply

A pipe that carries pressurized and treated fresh water to buildings.

Sewage

A pipe used to carry waste matter such as faeces or dirty water from homes and factories.

Drainage

A pipe that removes water from a particular area. There are many types of drainage pipes; some are meant to drain water off roofs, while others are used to drain water away from land.

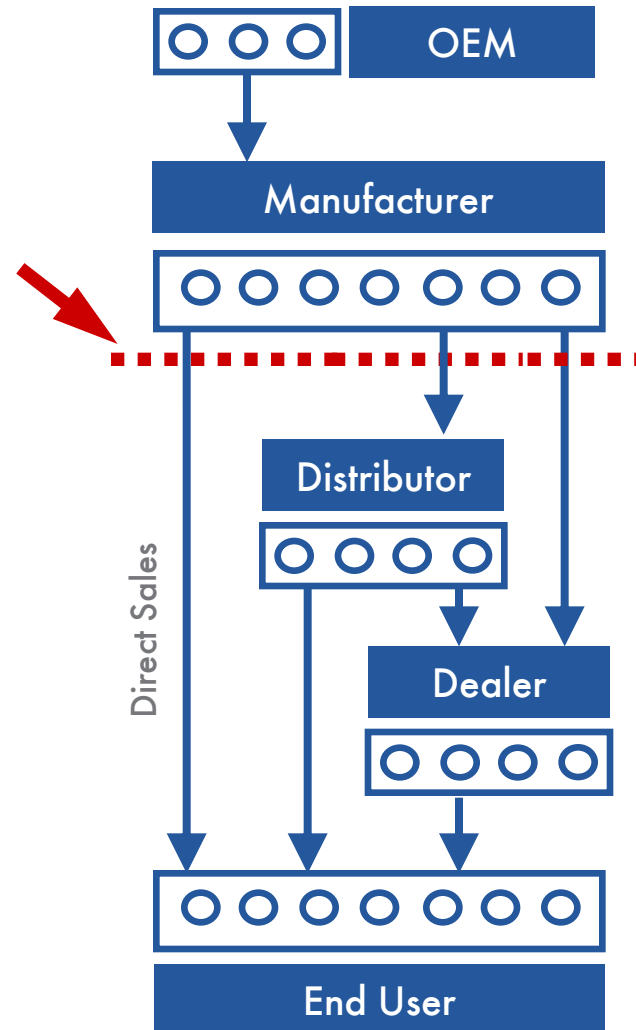
Ducting and rainwater pipes are not included

Material	Turnover is stated in 1.000 Euro. Values are always Net-Turnovers (No List-Prices), discounts included. Quantity is calculated in 1.000 tons
GRP Pipes	Pipes made of glass fiber reinforced plastics (GRP) consist of a combination of thermosetting plastics such as for example unsaturated polyester or vinyl ester resins, chopped glass fibers and reinforcing agents.
Plastic Pipes	Pipes made of different kinds of plastic: PVC, PE, PP etc.
Metal Pipes	Pipes made of steel, copper, cast iron or lead etc.
Other Pipes	Pipes made of ceramic, concrete etc.
Pipe Type	
Compact	A tube with a solid walling without any grooves.
Corrugated	A corrugated pipe is a tube with a series of parallel ridges and grooves on its surface. It can be coated or lined.
Abbreviations	
CAGR	Compound Annual Growth Rate over the period 2016– 2020f.
Avg. Share	Average Share over the period of 2016 – 2020f.
2017e/2020f	Estimated/Forecasted.

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.



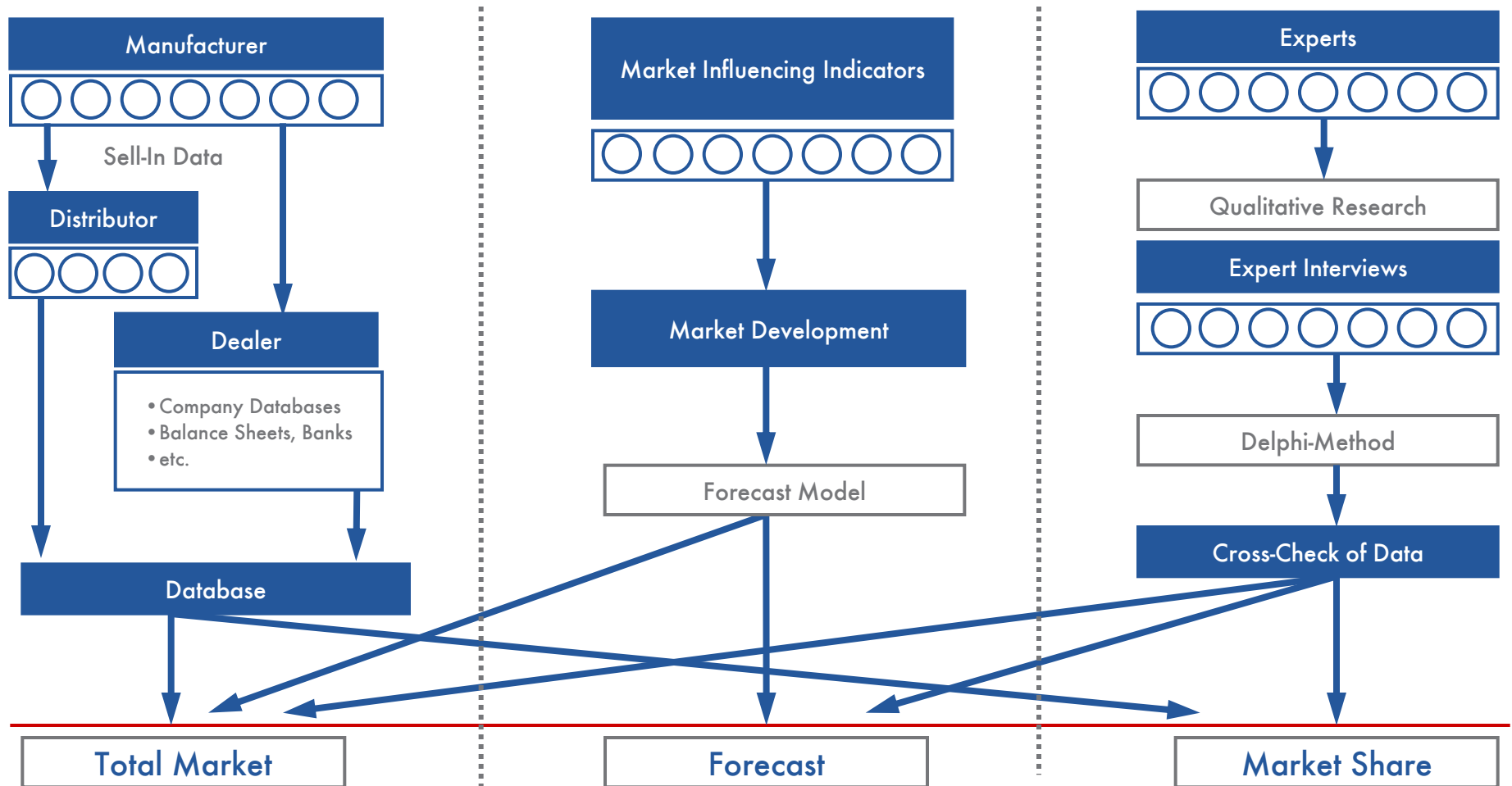
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

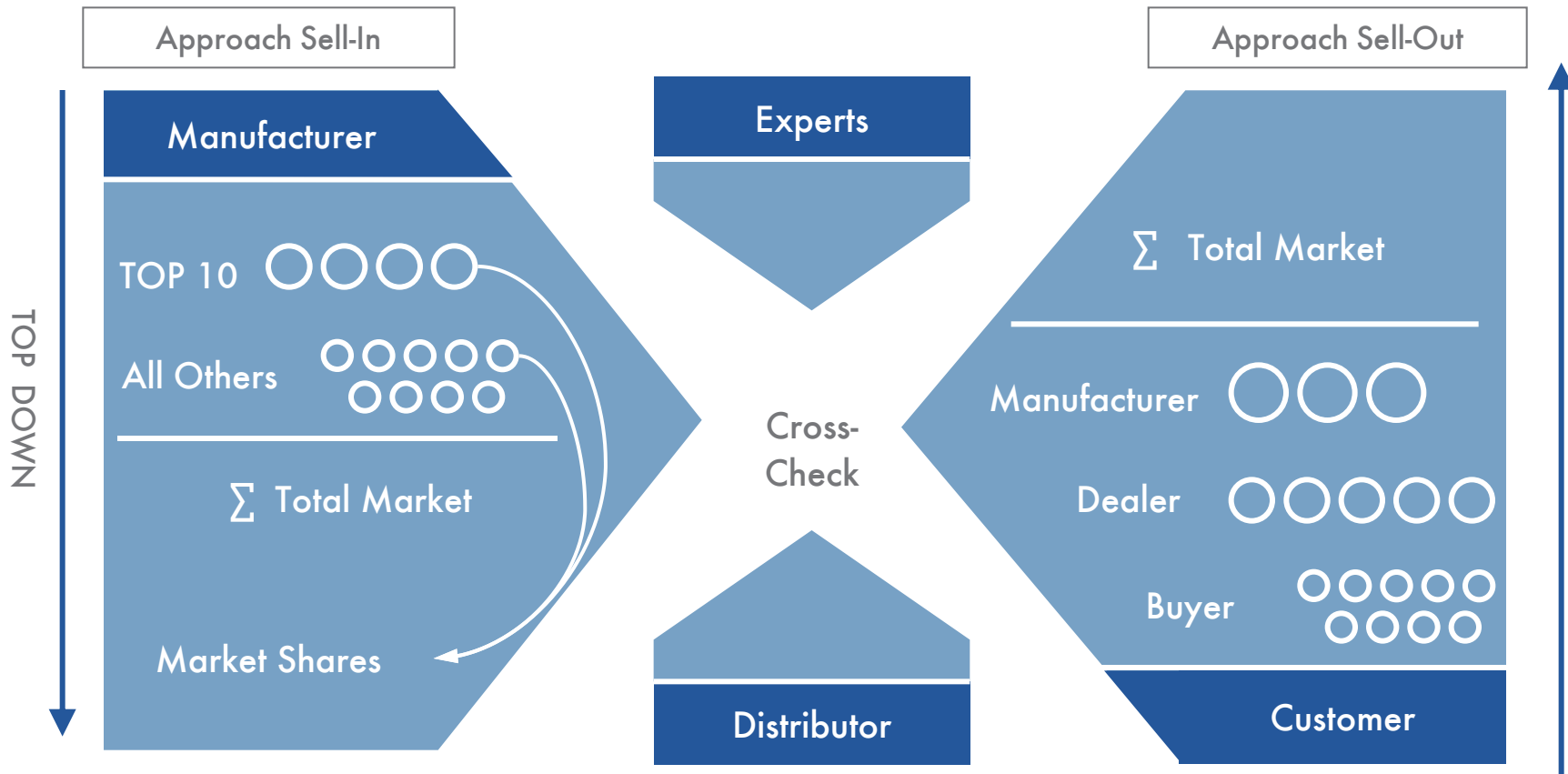
How Do We Conduct Our Research?

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:

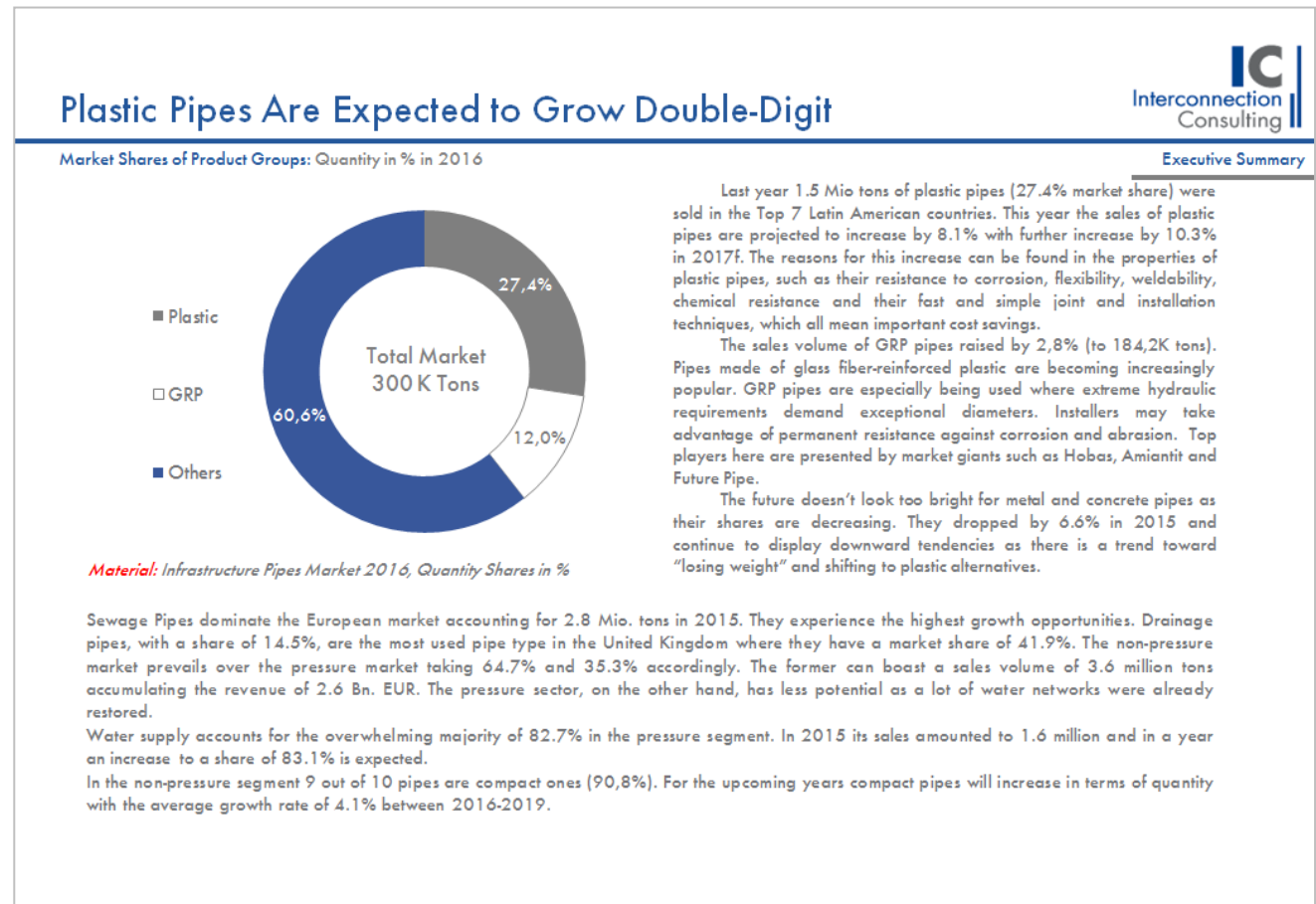
- The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market 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.

Content of the Report *

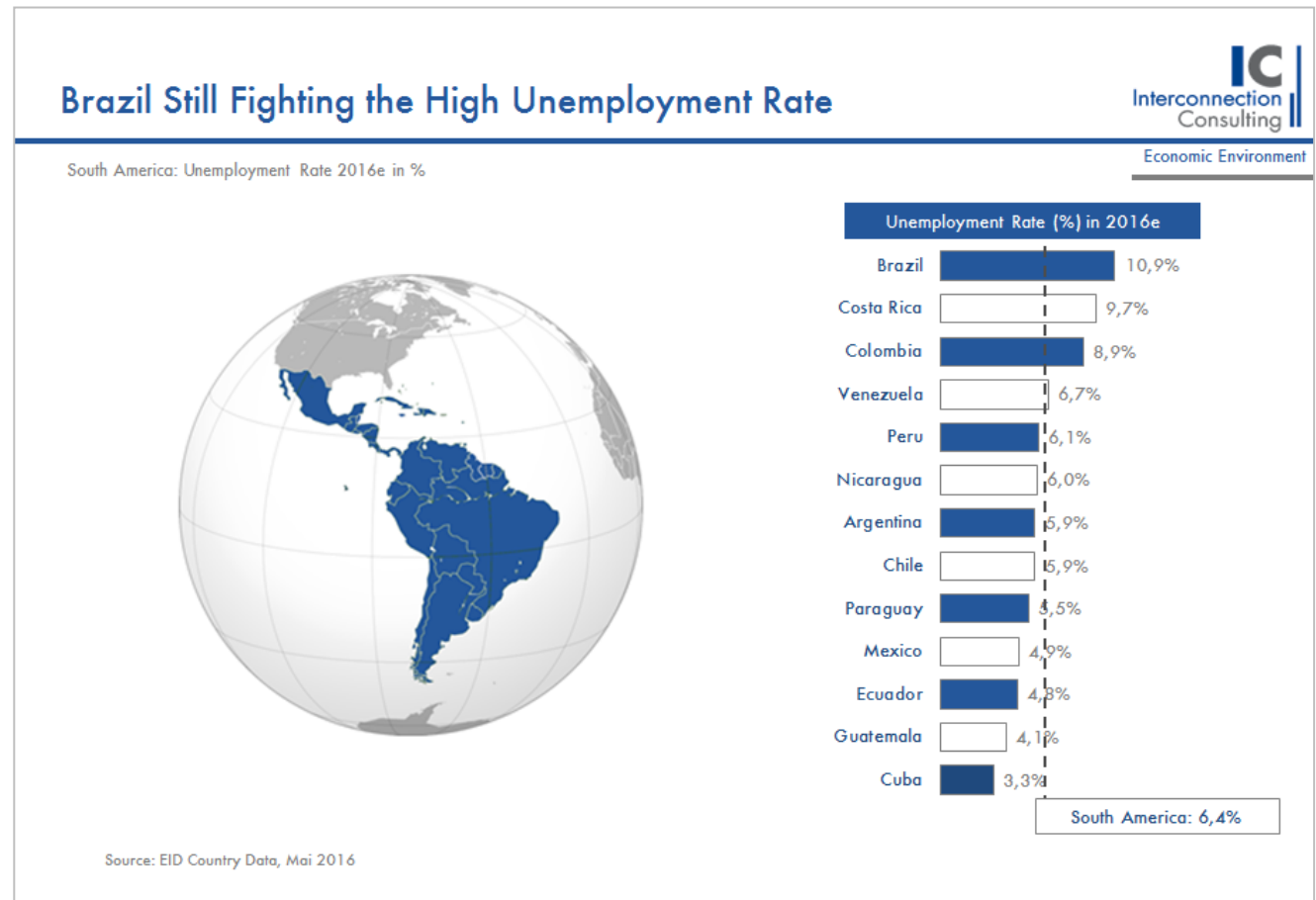
1. Executive Summary	(ca. 10 pages)
2. Definition and Methodology	(ca. 5 pages)
3. Market Drivers	(ca. 20 pages)
4. Regional Market Analysis and Forecast	(ca. 20 pages)
5. Competition Analysis	(ca. 20 pages)
6. Tables, Facts and Figures	Pivot Table

* Pages based on single country report

- The executive summary comprises all relevant information of the report in precise manner. Forecast and
- competition situation is highlighted
- *This chart shows dummy figures.*

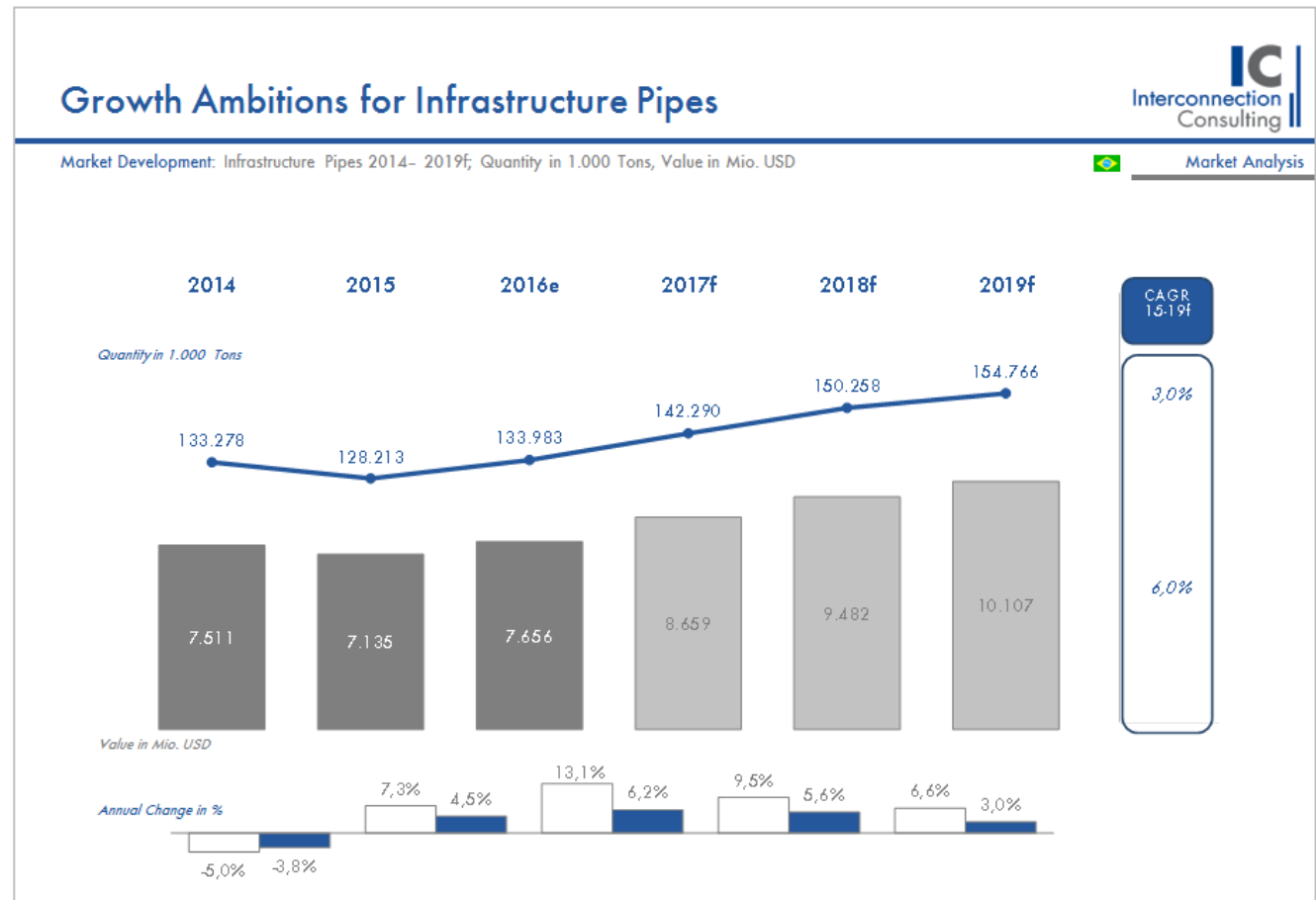


- The data for the market environment consists of main factors such as general economy data, demography, income statistics, construction environment and sentiment indicators.
- *This chart shows sample figures.*

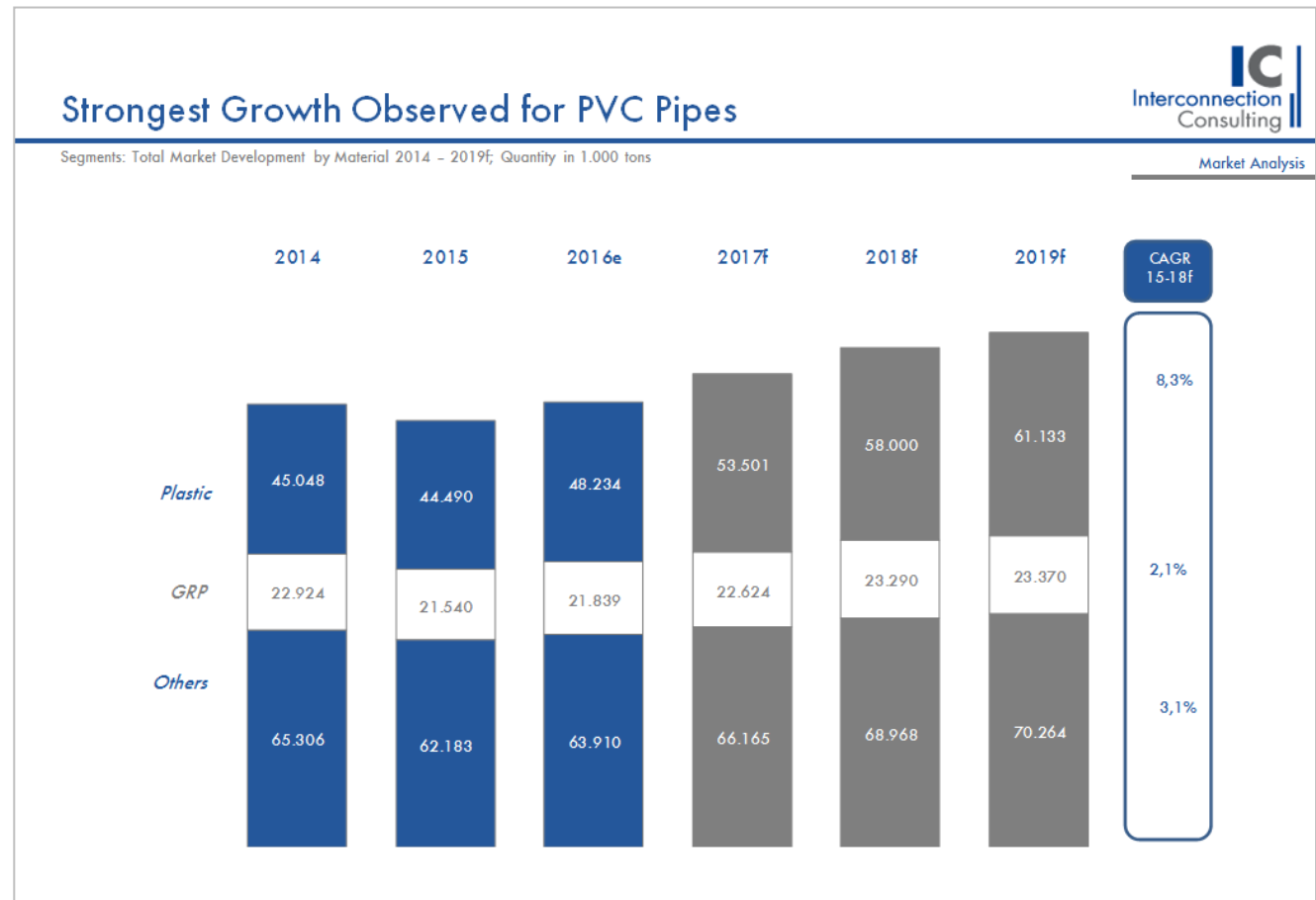


Total Market Development and Forecast

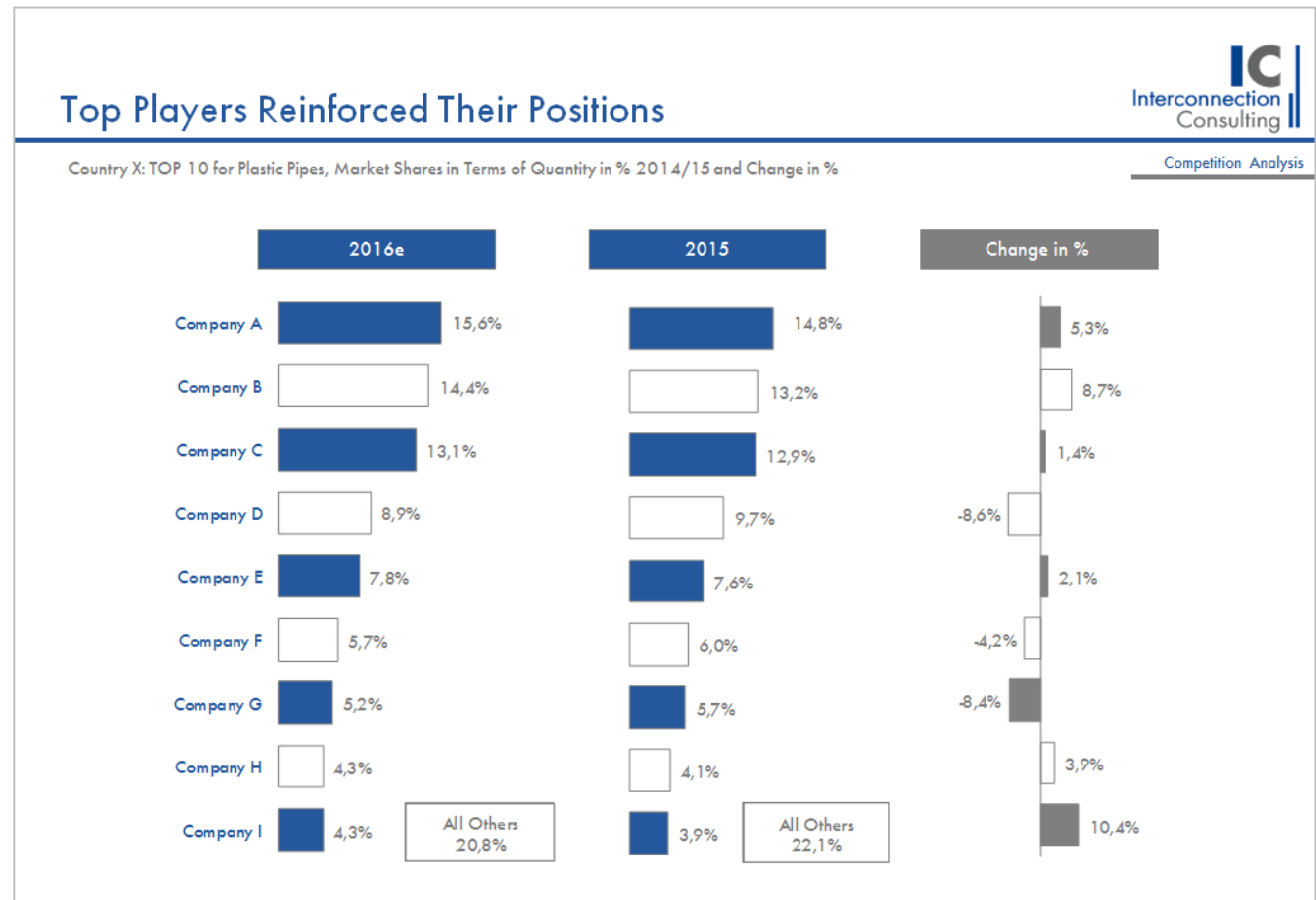
- Overview of the total market in terms of quantity and value
- Development until the current year and forecast for the upcoming three years
- *This chart shows dummy figures.*



- Overview of the Product Group Segmentation, Materials, Application as well as a Forecast for the upcoming three years about their development.
- *This chart shows dummy figures.*



- Detailed description of the most important Companies in the examined market by reference to market shares, changes, BCG-Portfolios, etc.
- *This chart shows dummy 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)
∅ 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)
∅ 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	
Single Country	€ 3.500,-		€ 5.000	-10%
Latin America Top 5**	€ 11.500,-		€ 7.500	-15%
Latin America Top 8**	€ 14.900,-		€ 12.500	-25%
			€ 22.500	-35%

Available countries	Argentina	Brazil	Chile	Colombia
	Ecuador	Mexico	Peru	Venezuela

* **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.

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

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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:

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- 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 piping 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

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

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

"IC is a permanent partner in market assessment and a helpful tool in decision making."

Mr. Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe

Customers of Our Studies:



For further questions
please do not hesitate to contact us!

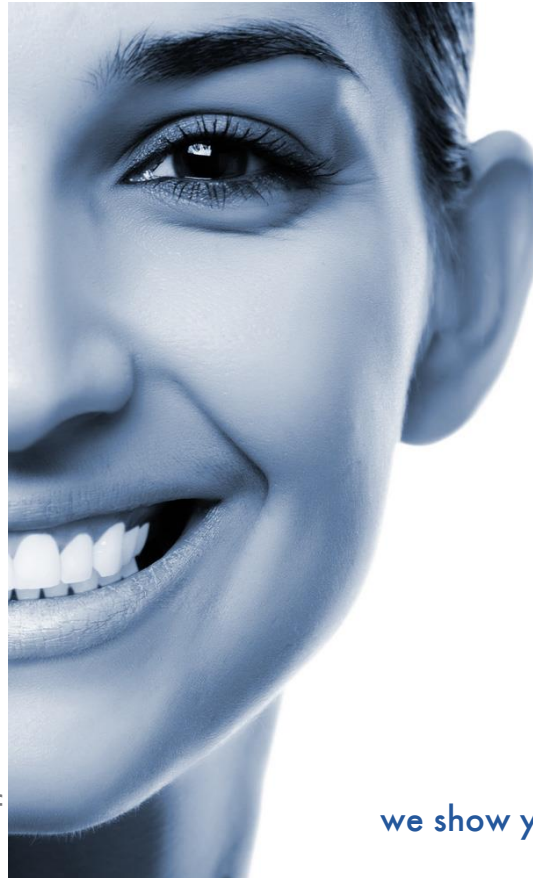
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IC
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Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 75/ per Country
- Optional: Hard Cover

Price

- per region: €3.500
- All regions : €14.900

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, Spanish 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 and distribution channels

Competition Analysis

Market development by value for each region and segment. Market shares of the top manufacturers for each region and for system for the last two years.

Market Structure

Regions:

Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Peru and Venezuela

Pressure Pipes:

Application

Gas, Water Supply

Diameter Range

< 90 mm, 90-160 mm, 160-315 mm, >315 mm

Material

Metal, PVC/PE, GRP

Non-Pressure Pipes:

Application

Sewage, Drainage

Diameter Range

< 110 mm, 110-300 mm, 300-1000 mm, >1000 mm

Material

PVC/PP/PE, GRP, Others (Ceramic/Concrete etc)

Pipe Type

Compact, Corrugated

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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E-Mail: office@interconnectionconsulting.com



Yes, we would like to order the IC Market Tracking® Infrastructure Pipes in Latin America 2017

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



Industry/Region	Single Issue
<input type="checkbox"/> Argentina	3.500,- EUR
<input type="checkbox"/> Brazil	3.500,- EUR
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<input type="checkbox"/> Peru	3.500,- EUR
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<input type="checkbox"/> Latin America Top 5 Special**	11.500,- EUR
<input type="checkbox"/> Latin America Top 8 Special**	14.900,- EUR

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- 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

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Order Form

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From: 7.500,- EUR 15%
From: 12.500,- EUR 25%
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Date

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Signature