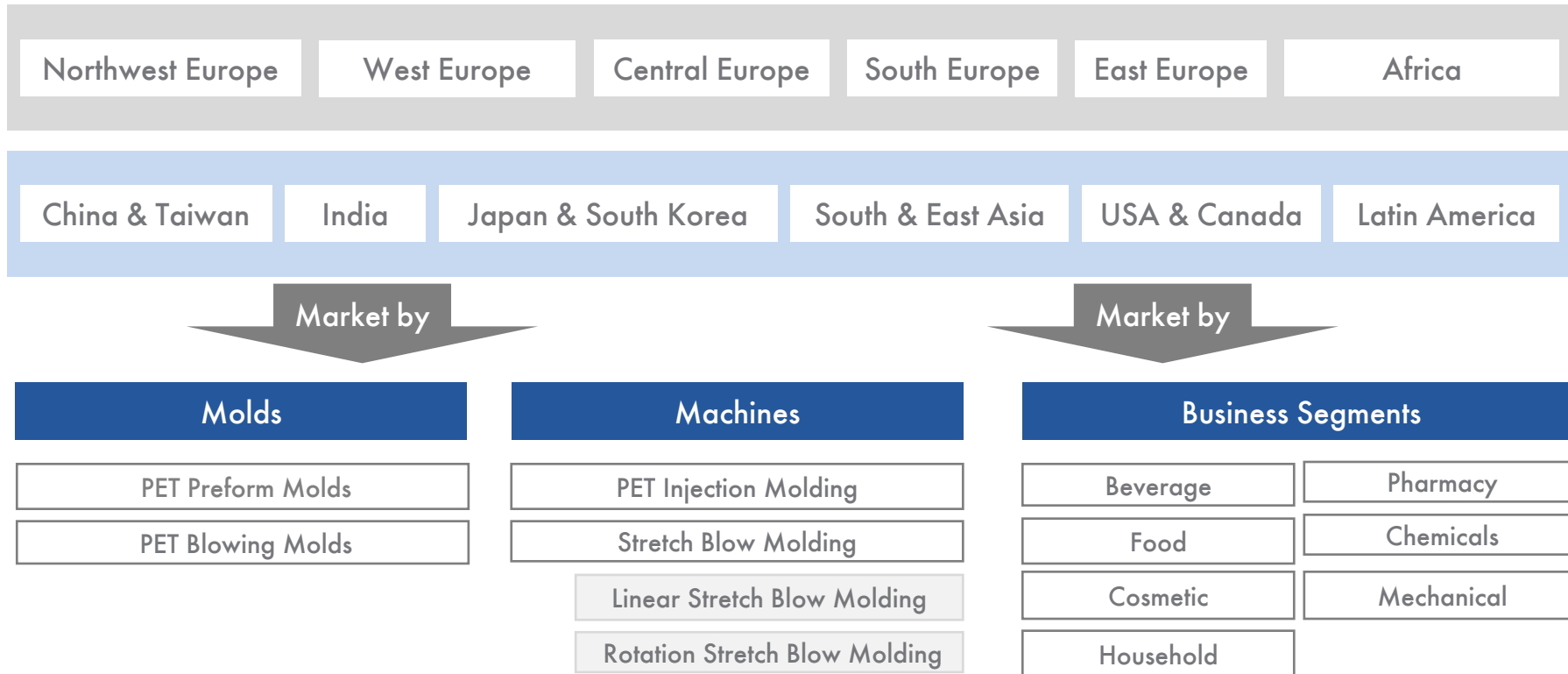


IC Market Tracking  
PET Molding in Europe  
and Worldwide  
2018

# 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 2021** 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

### PET Injection Molding Machine

Machine for dedicated production of the preforms for blow molding

### Stretch Blow Molding Machine

Machine for reheating the preforms from cold or hot and for stretch-blow-molding the containers (for PET/PP/PVC or whatever material for rigid plastic containers)

### Linear Stretch Blow Molding Machine

The linear machines have the oven and blow section in a line, sometimes a curved one for that. They are primarily used for smaller outputs.

### Rotary Stretch Blow Molding Machine

The rotary machines always have the blow cavities on a carousel and might have the ovens in a linear or rotary fashion.

### PET Preform Molds

Molds for dedicated production of preforms for blow molding

### PET 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
Mechanical	Mechanical Product Container



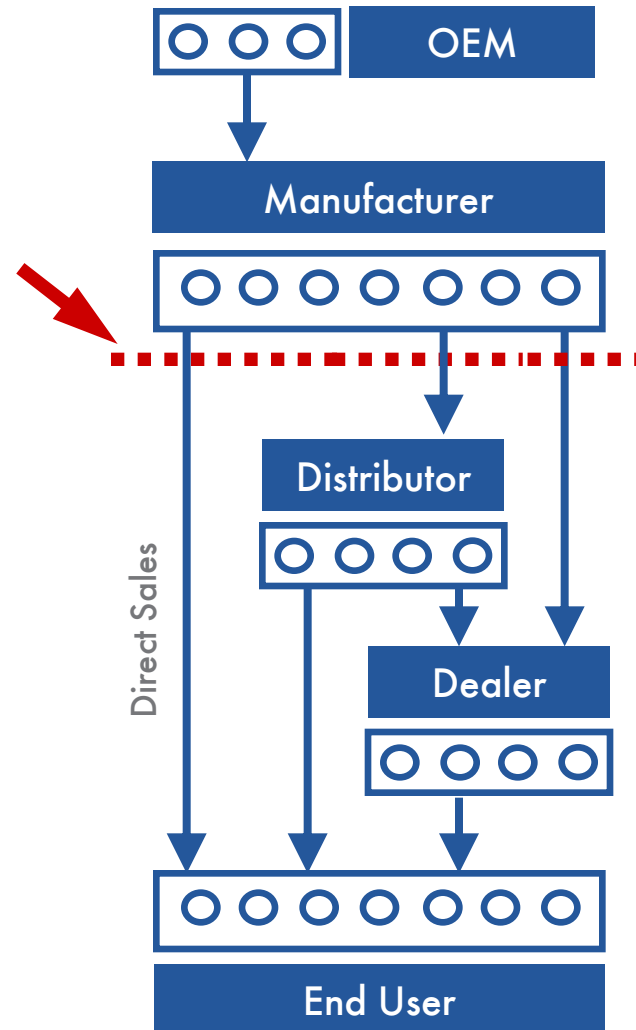
# Definition and Demarcation

Regions	
Northwest Europe	UK, Ireland, Norway, Sweden, Finland, Denmark, Island
West Europe	France, Belgium, Netherlands, Luxembourg
Central Europe	Germany, Austria, Switzerland
East Europe	Poland, Hungary, Czech Republic, Slovenia, Slovakia, Baltics, Bulgaria, Russia, Ukraine, CIS
South Europe	Spain, Portugal, Greece, Italy
South & East Asia	including Middle East, Oceania
Latin America	South America and Central America

# 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.



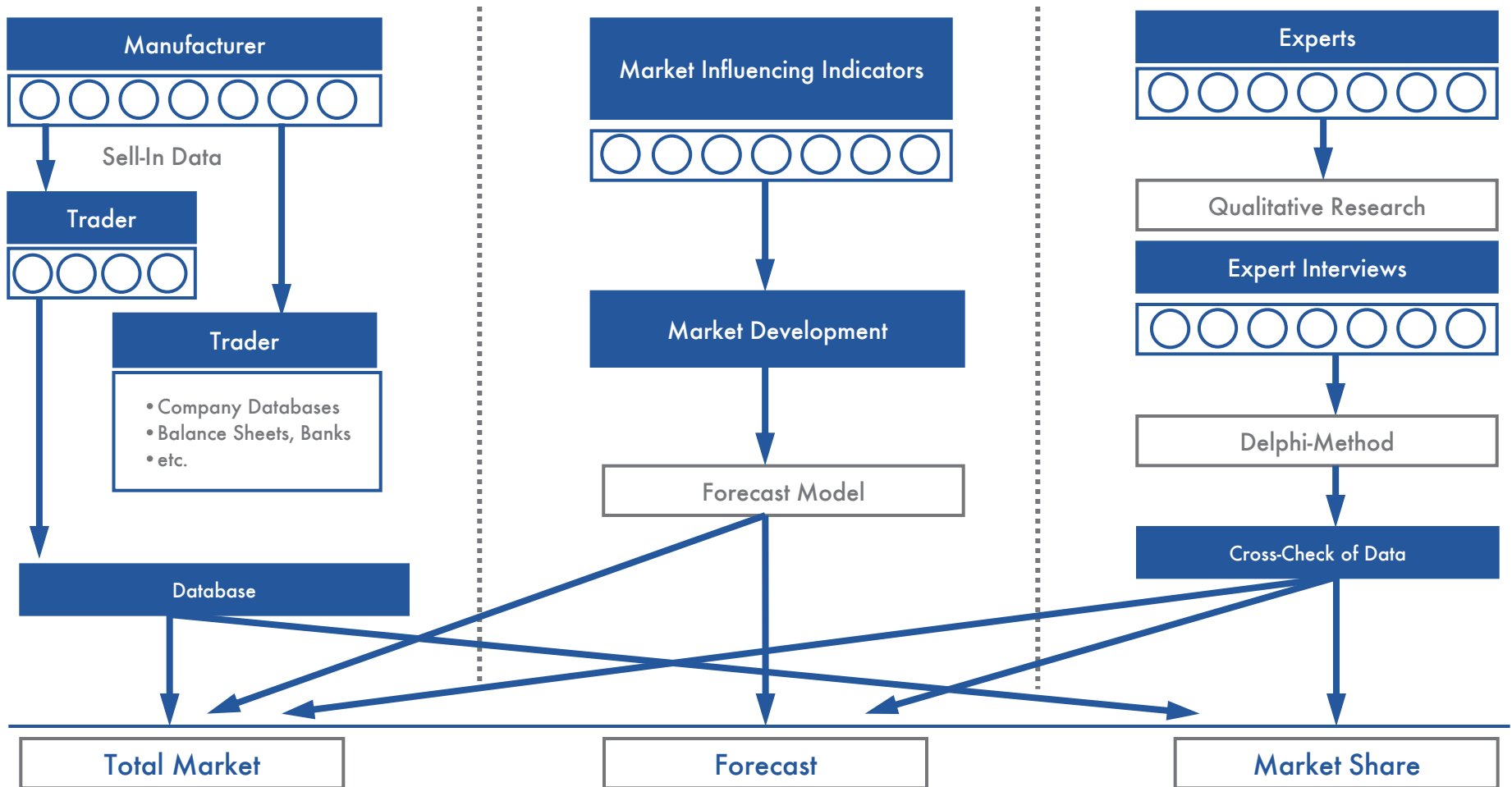
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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?

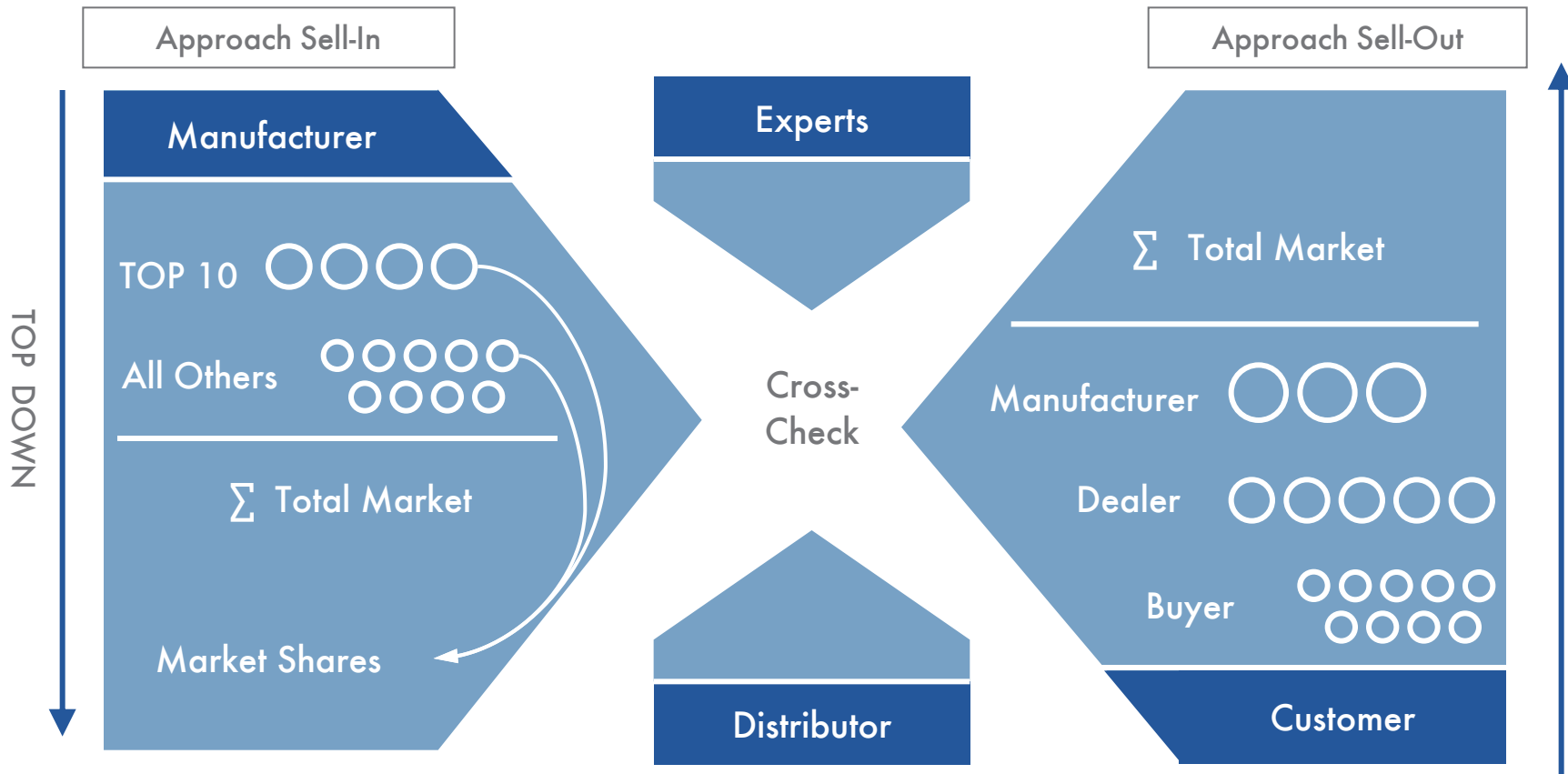
Description Structure of Survey Methodology

Methodology





# How Do We Cross Check the Data?

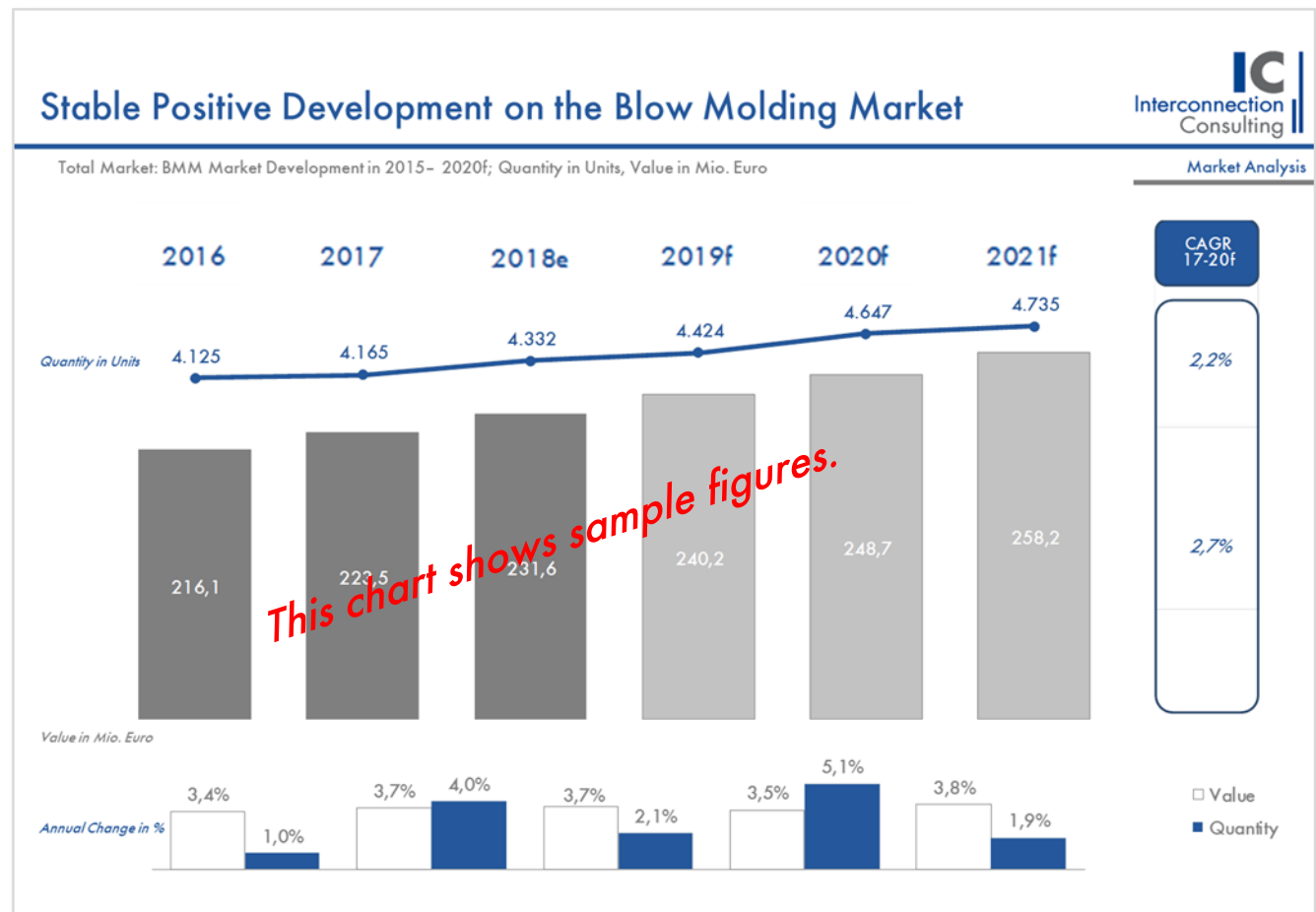


The IC Market Tracking® is modularly built and consists of the following sections:

- 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 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.

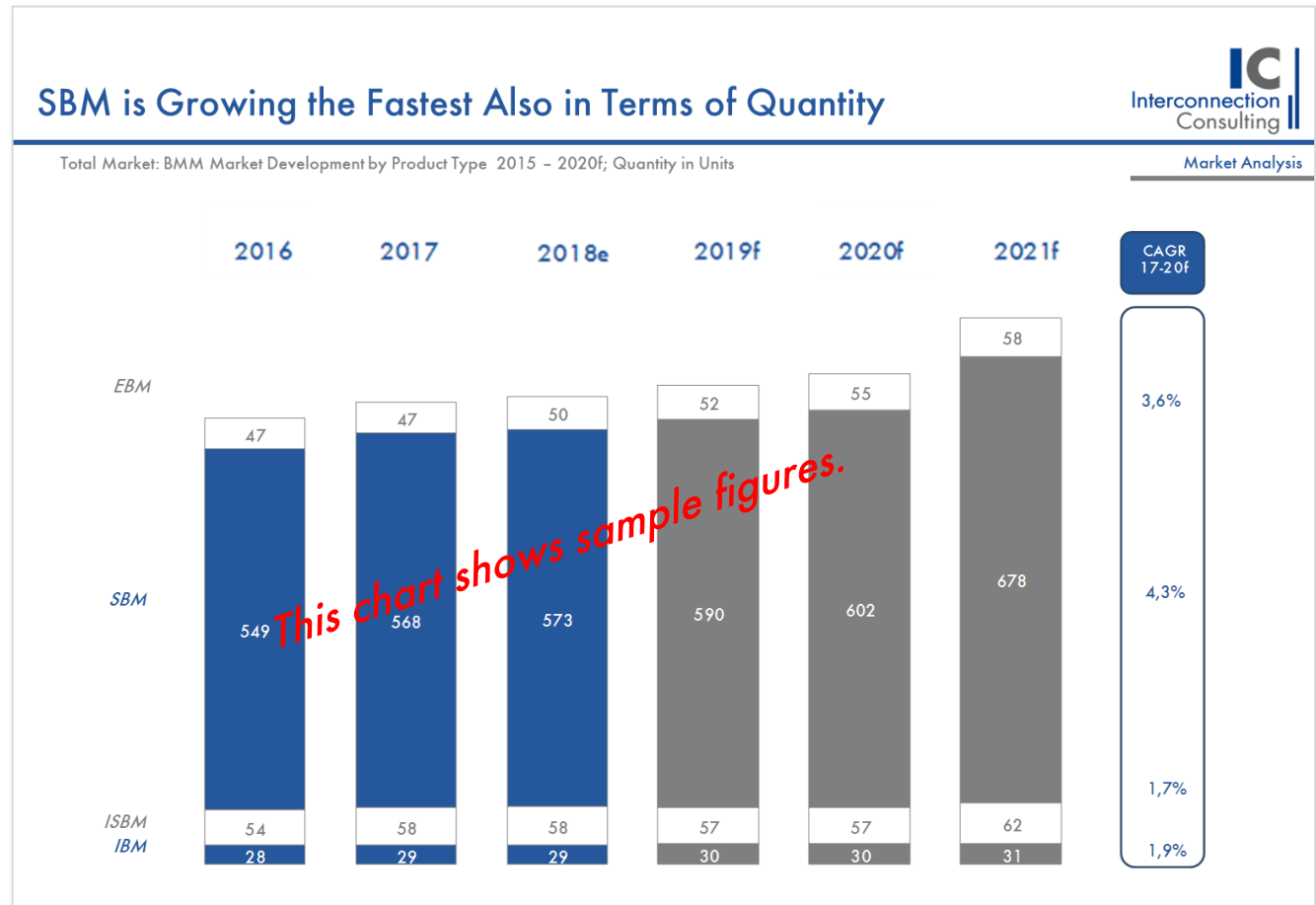
# What Is the Total Market Development?

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

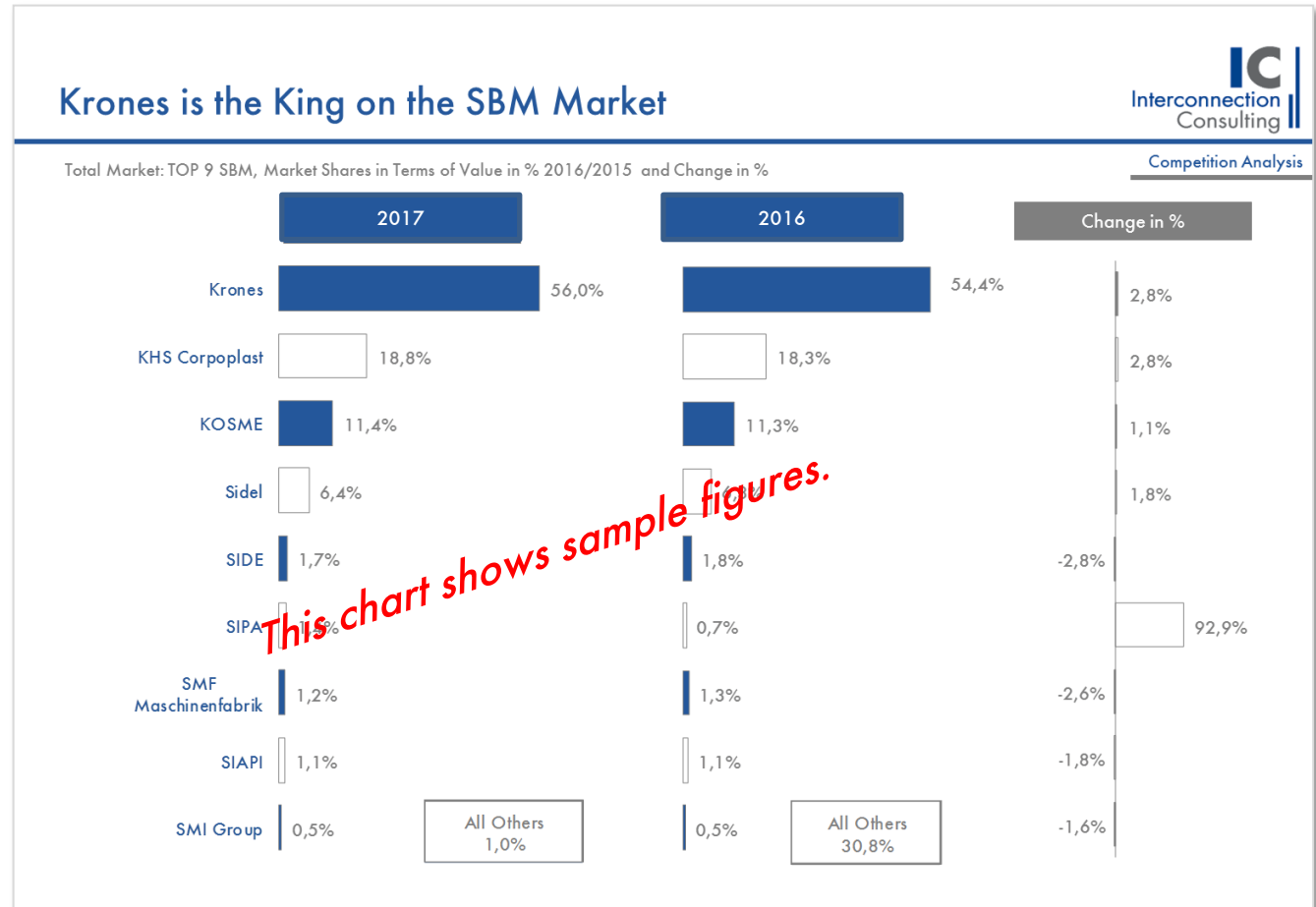


# Which Product Groups is Developing Better?

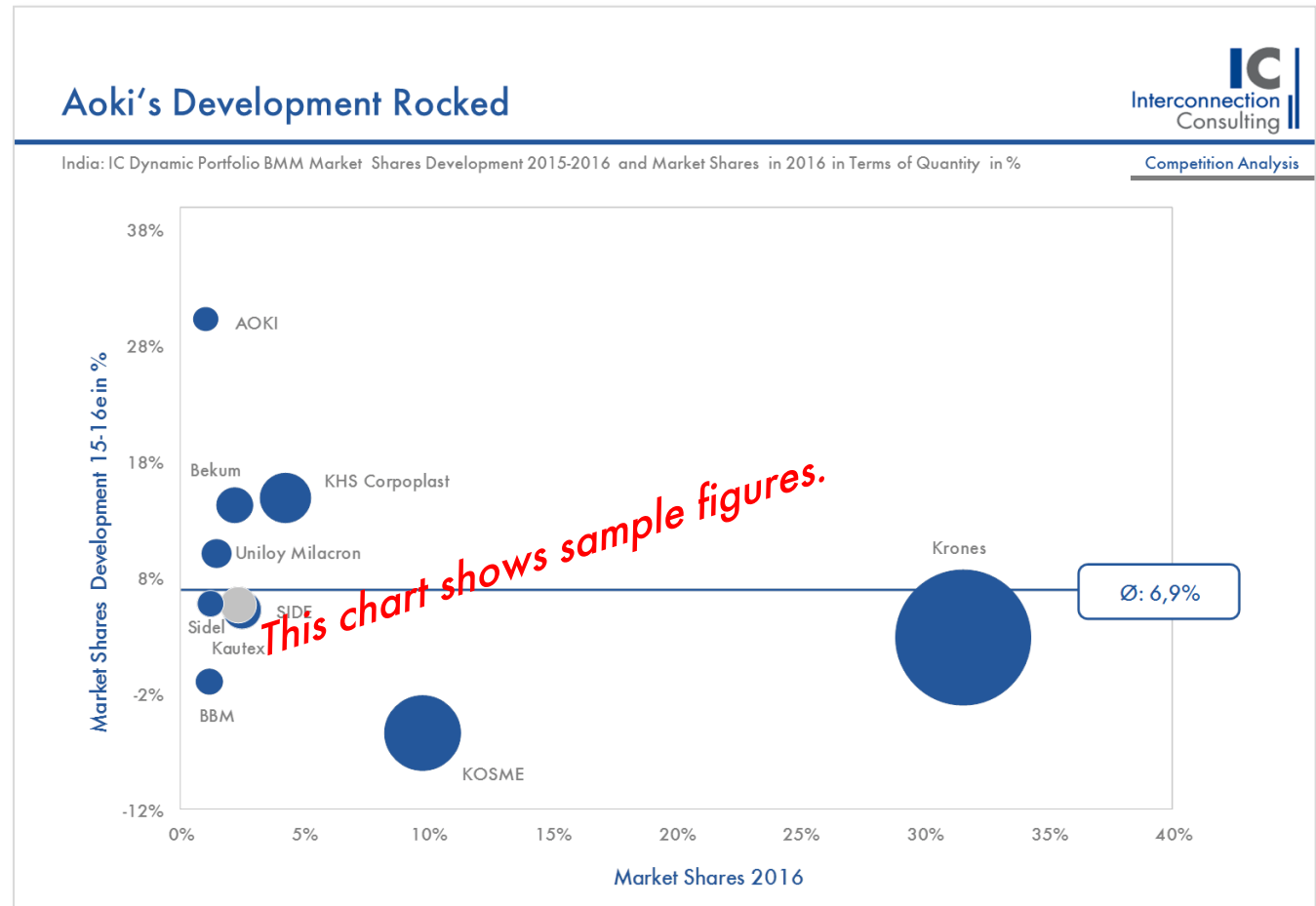
- Overview of the product types segmentation and of the business segmentation
- *This chart shows dummy figures.*



- 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.*

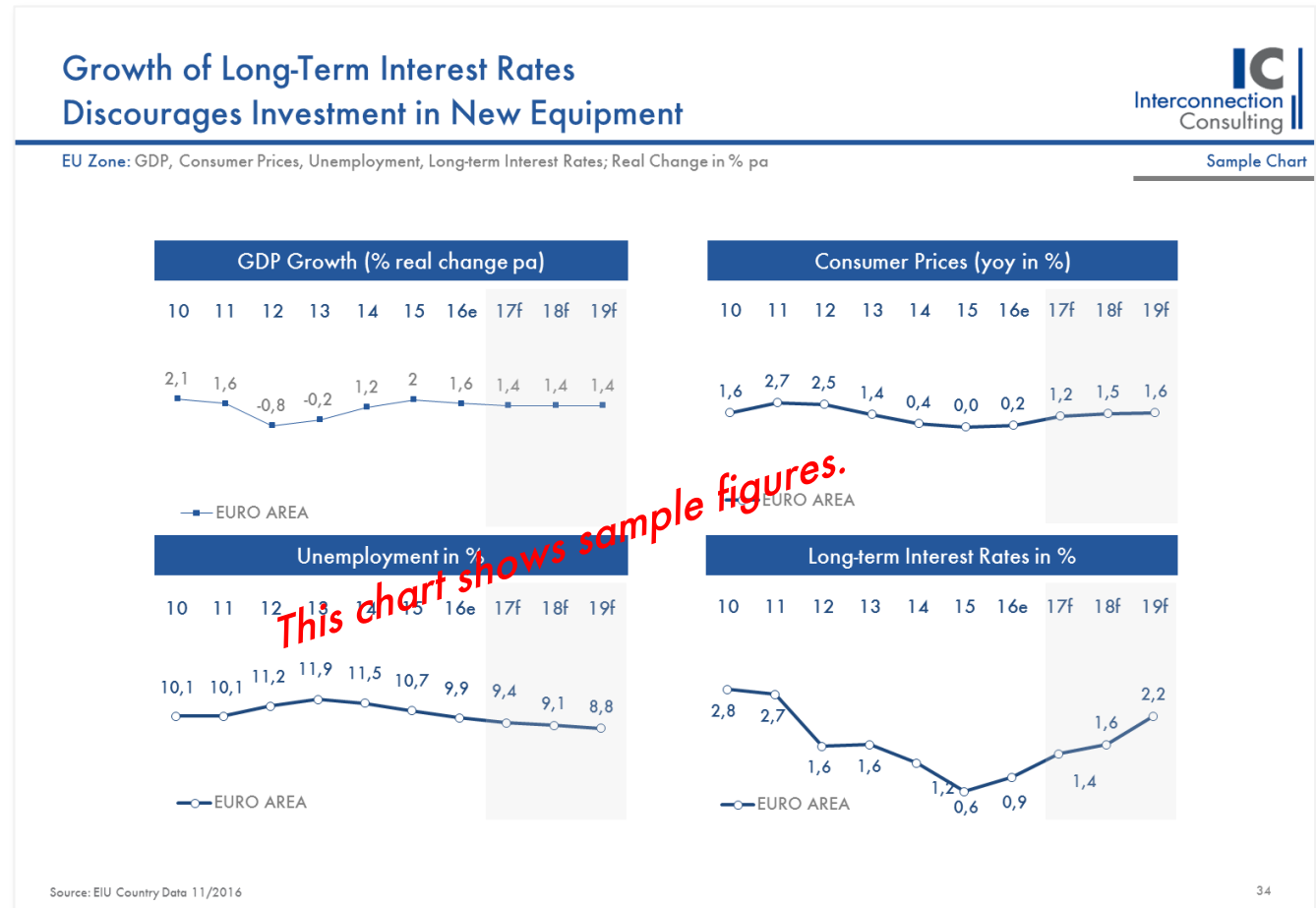


- The data for the market environment consists of main factors such as general economy data, demography, income statistics, industry environment and sentiment indicators.
- *This chart shows sample figures.*



# 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	<b>A</b>
Distribution	(All)
Quarter	<b>4</b>
Quantity/Value	<b>Quantity</b>
Weight Classes	(All)
Country	<b>Germany</b>
Brand	(All)
∅ Price in € (Classes)	(All)

Sum - #	
Segments	Results
<b>Segment A</b>	18.592
<b>Segment B</b>	8.434
<b>Segment C</b>	5.310
<b>Segment D</b>	3.290
<b>Segment E</b>	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	<b>4</b>
Quantity/Value	<b>Quantity</b>
Weight Classes	(All)
Country	<b>Germany</b>
Brand	(All)
∅ Price in € (Classes)	(All)

Sum - #	Technology		
Segments	<b>A</b>	<b>B</b>	<b>C</b>
<b>Segment A</b>	3.290	5.452	7
<b>Segment B</b>	5.310	8.925	21
<b>Segment C</b>	8.434	10.794	
<b>Segment D</b>	18.592	14.624	13
<b>Segment E</b>	1.332	2.229	6
<b>Total</b>	<b>36.958</b>	<b>42.025</b>	<b>47</b>

# Investment Plan for Your Market Research

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

+25% for Single Issues

- |                  |             |                     |                   |              |               |
|------------------|-------------|---------------------|-------------------|--------------|---------------|
| Northwest Europe | West Europe | Central Europe      | East Europe       | South Europe | Africa        |
| China & Taiwan   | India       | Japan & South Korea | South & East Asia | USA & Canada | Latin America |

\* **Subscription:** 25% 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.

\*\* Package Price taking the scale of discounts already into account.


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

- 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

### Web**verstärker**



- 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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Anfrage