



IC Market Forecast[®]
Sanitary Pipes in Europe
2021

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2017 – 2020 for the total market development as well as
 - Regions
 - Application Segments
 - Material
 - Building Types
 - Business Segment
- Forecasts from 2021 – 2024 for the total market as well as each analyzed region, application, material, building type and business segment.
- Annually updates of the data

COMPANY PROFILES

- Detailed information of the 10 largest manufacturers in Europe:
 - Development of sales in terms of value and quantity
 - Sales volume by application and material in %
 - Contact details

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, private consumption, labor market, etc.
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables

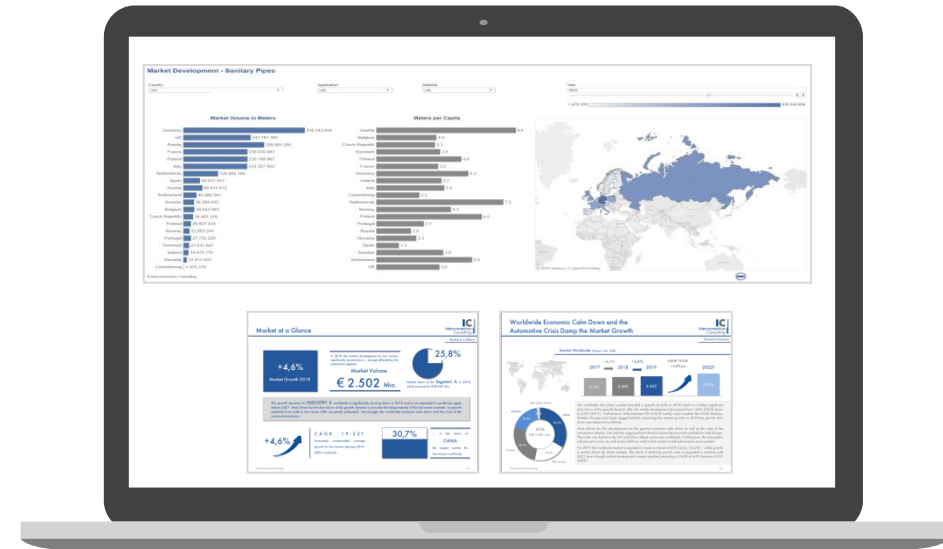


ONLINE-COCKPITS

- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of the data from the dashboards

EXECUTIVE REPORTS

- PDF report including key facts of the report and background information about forecasts and trends.
- Infographics summarizing the market and providing regional comparisons and contrasts



Market Intelligence Tool and Reports



Online Dashboards

IC Market-Forecast® Sanitary Pipes in Europe 2021

AUT	BEL	CZK	DEN	FIN	FRA	GER	IRL	ITA	LUX
NED	NOR	POL	POR	RUS	ESP	SVK	SUI	SWE	UK

Market by...

Application and Material			Building Types	Business Segment
Surface Heating & Cooling	Hot & Cold Water Installations	Radiator Connections	Residential	New construction
Metal	Metal	Metal	Non-Residential	Renovation
PVC	PVC	PVC		
Multilayer	Multilayer	Multilayer		

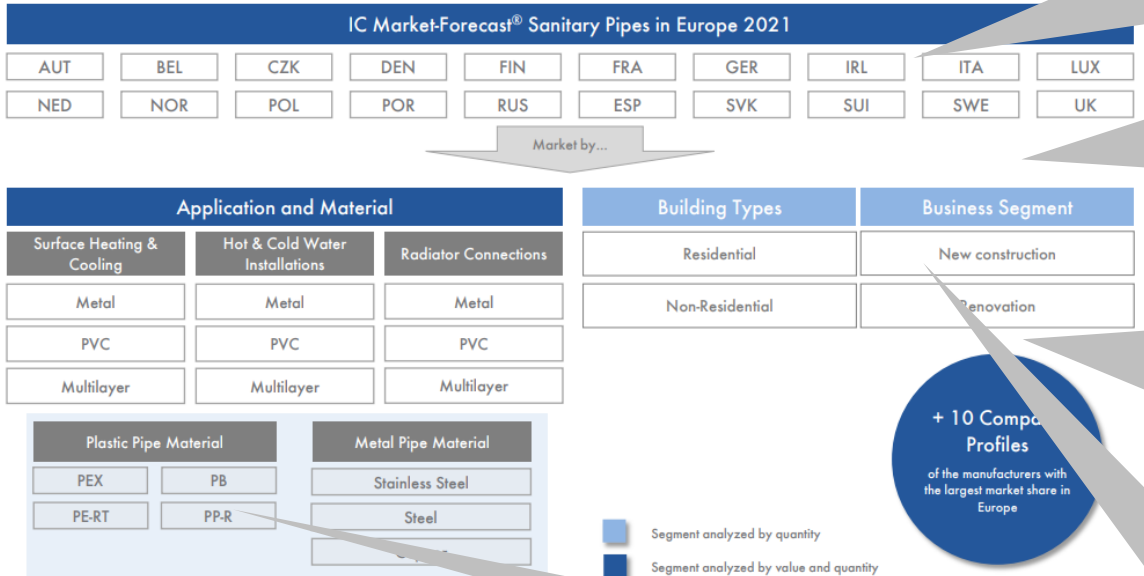
Plastic Pipe Material		Metal Pipe Material
PEX	PB	Stainless Steel
PE-RT	PP-R	Steel
		Copper

+ 10 Company Profiles
of the manufacturers with the largest market share in Europe

- Segment analyzed by quantity
- Segment analyzed by value and quantity

The study contains a Market Forecast for each segment from 2017-2024f in Quantity and Value by applications and materials and building types and business segment by quantity only.

Market Structure - Interpretation



- Market data is available for each country separately as well as aggregated for the country package purchased.
- Each country report includes data for the three different application groups (surface heating & cooling, radiator connections, hot & cold water installations) separately as well as aggregated for the total market of sanitary pipes in terms of value and quantity.
- The market volume of each application group is further broken down by materials.
 - ⇒ For instance – the total volume of surface heating & cooling pipes is divided into three materials such as metal, PVC and multilayer.
- Each country report contains data by quantity on new construction and renovation, as well as on residential and non-residential construction.
- The market volume of Plastic Pipes and Metal Pipes is broken down across all application groups to the individual material types.
 - ⇒ For instance, the market volume of plastic pipes commutated for all applications is divided into PEX, PB, PE-RT and PP-R.

Definitions and Demarcation

Applications

Surface Heating & Cooling Pipes

Turnover is stated in Mio. Euro, Quantity is calculated in 1.000m

Pipes that are mainly used in underfloor heating systems.

Radiator Connection Pipes

Pipes designed to connect radiator(s) to the heating source.

Hot & Cold Water Installation Pipes

Pipes that carry pressurized and treated fresh water inside the buildings.

Plastic Pipe Material

PEX

Crosslinked Polyethylene

PE-RT

Polyethylene of Raised Temperature Resistance

PB

Polybutylene

PP-R

Propylene Random Copolymer

Infrastructure pipes are not included

The Unique Mix of Methods and Approaches for Reliable Market Analysis



SELL-IN

The analysis measures Sell-In data. Sales from the manufacturer to the first distribution partner. OEMs are not taken into account.



Survey with Manufacturer & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturer as well as interviews with industry experts.



Market Calculation Model

Industry relevant market drivers are taken into account in a market calculation model to determine the total market volume and forecasts.

The strong focus on interviews within the industry is clearly our **USP**
“Only who talks with the industry knows what’s going on!”

The Market Intelligence Tool

Dashboards - The Best Way to Work with Data

A picture says more than 1000 words

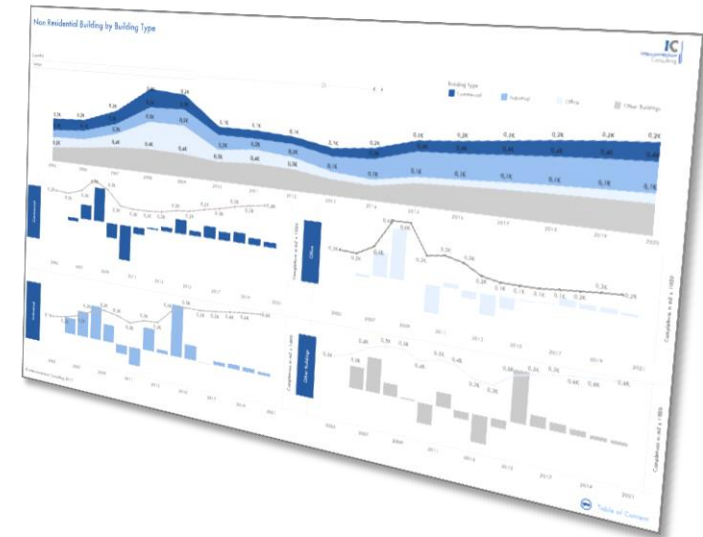
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

- Use interactive dashboards for quick implementation of the data, for potential estimations, for sales control, for success measurement etc.

Easy online accesability

- Market data are available wherever you have internet access
- You can also export the data as .jpg, .csv or .pdf file



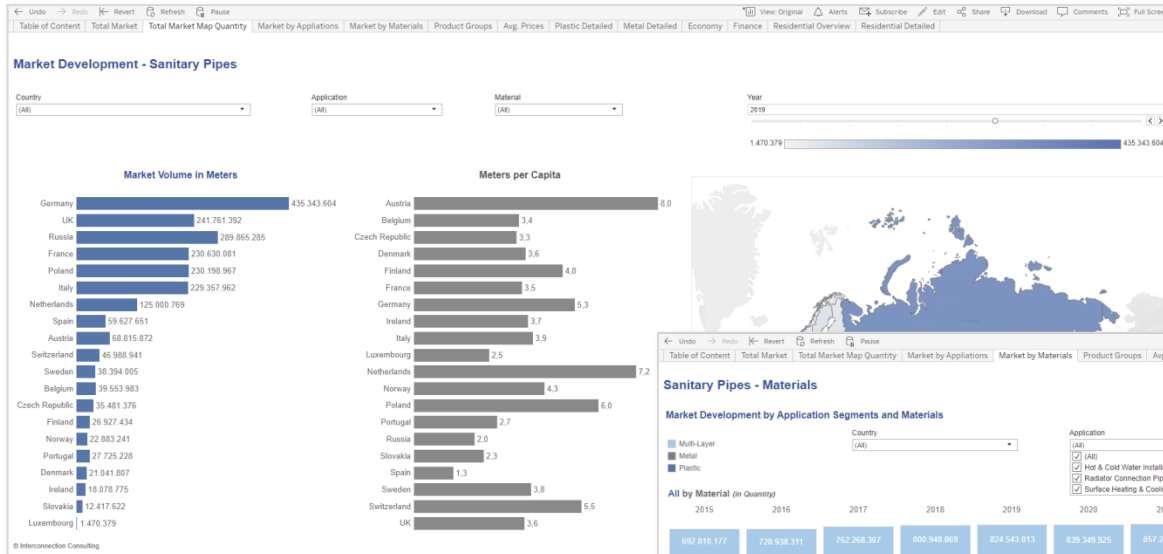
In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit is waived as well as for any subscription order exceeding 2 countries or regions. For all other options, price for Tableau cockpit costs € 600,-.

Usability of the Market Intelligence Tool

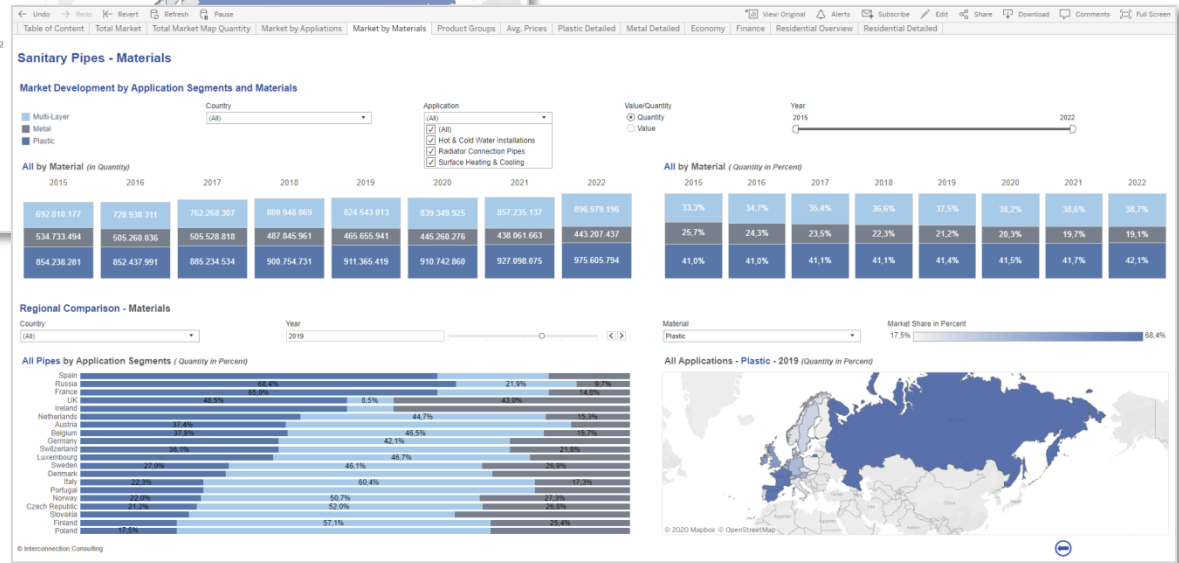
Let's Put it in a Video...



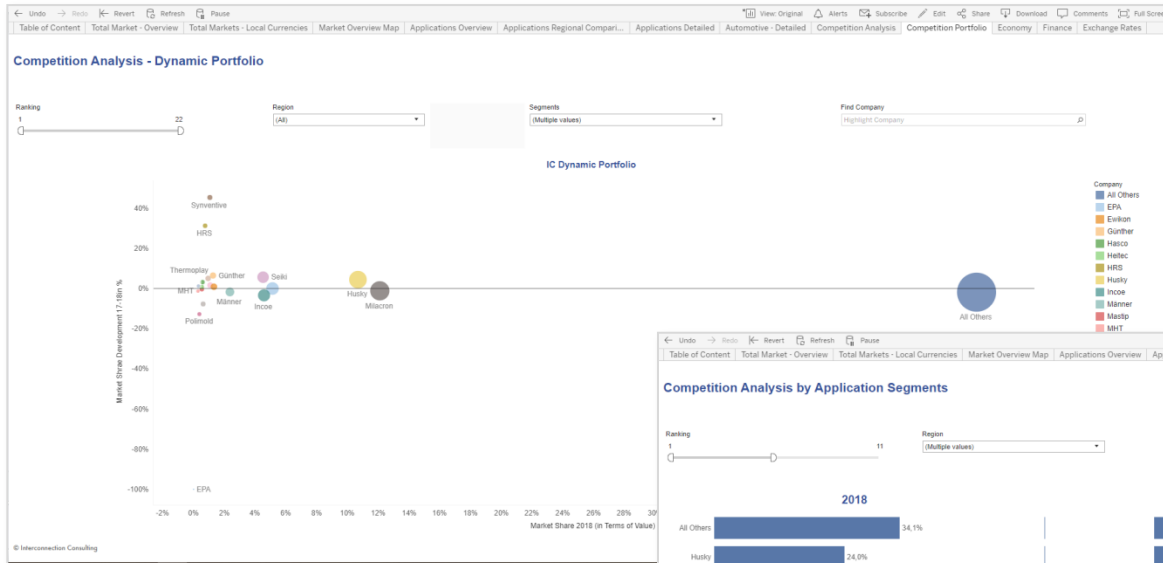
Sample Cockpits for Market Analysis Data



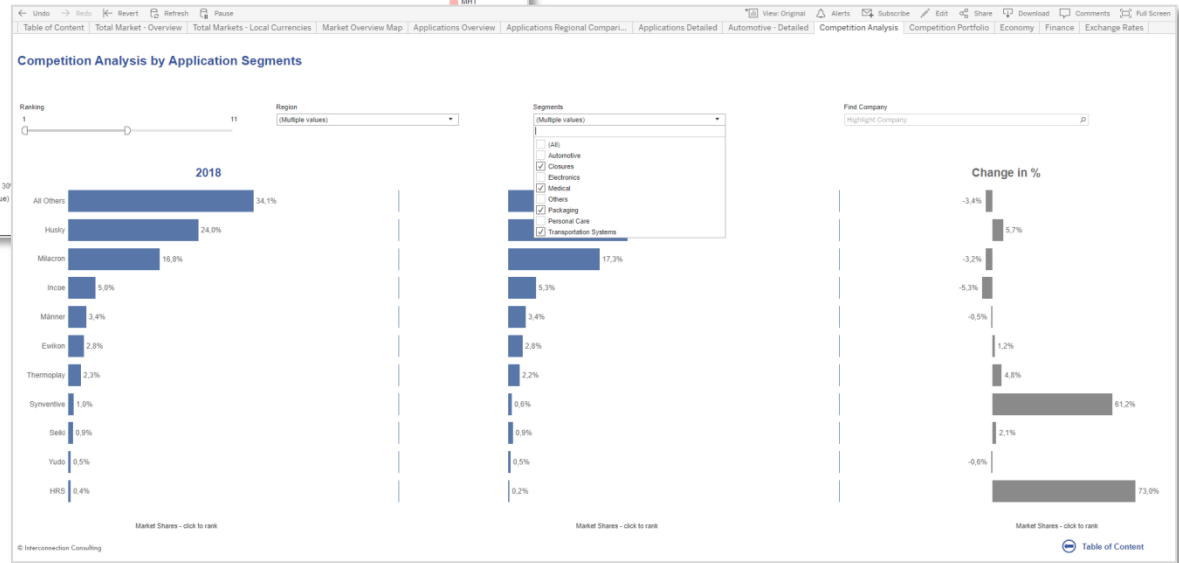
This chart contains fictive data

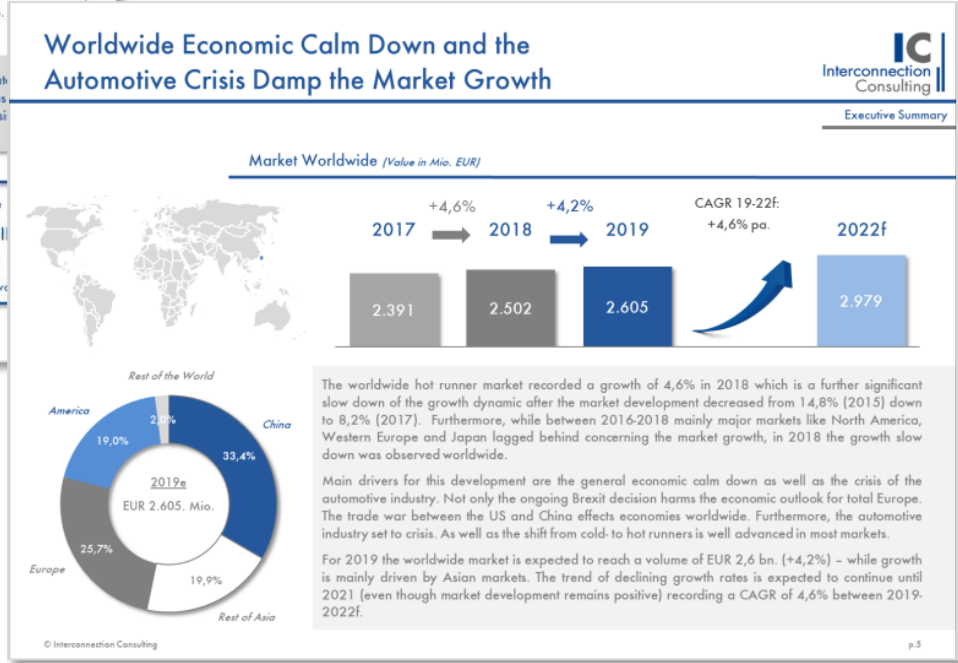
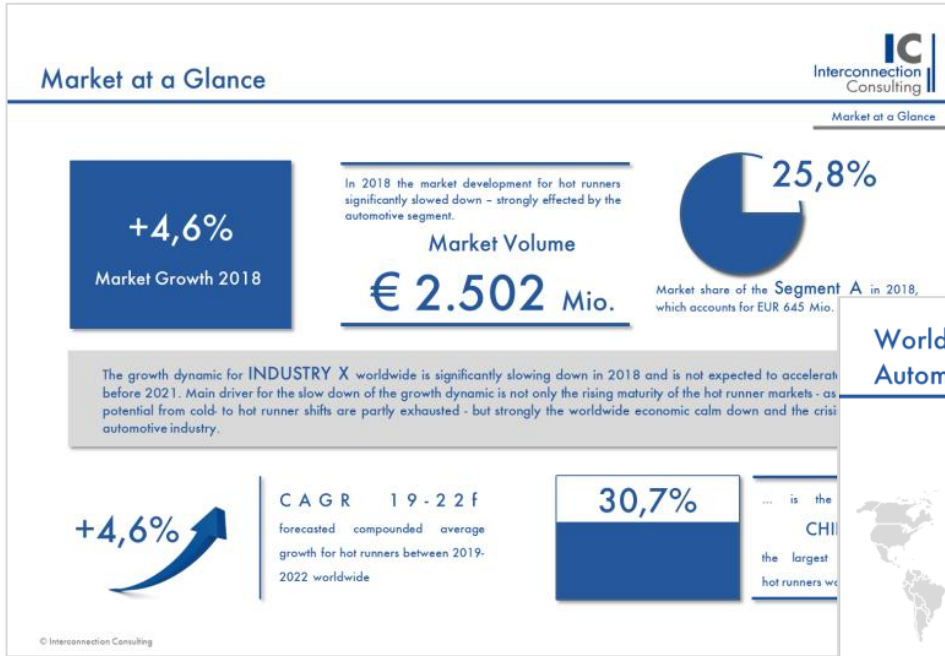


Sample Cockpits for Competition Data



This chart contains fictive data





Content of the Report

Overview of the Included Dashboards

TOTAL MARKET

- Total Market – Regional Comparison in Quantity and Value
- Total Market Development by Regions in Quantity and Value

APPLICATION GROUPS

- Regional Market Development by application groups in terms of meter and meter per capita
- Regional Comparison of the market shares of application groups in value and Quantity

MATERIALS

- Regional Market Development by materials per application group in value and quantity
- Regional Comparison of materials per application group in value and quantity
- Average prices for materials per application group – development by region and regional comparison
- Regional Comparison and regional market development of plastic and metal types in quantity

BUILDING TYPES

- Regional market development by building type in quantity

BUSINESS SEGMENT

- Regional comparison of new construction and renovation by quantity

MARKET DRIVERS

- GDP, personal disposable income, private consumption, recorded unemployment
- Residential completions and permits for building types such as one/two family dwellings and flats

Investment Plan for Your Market Research

IC Market Forecast® Sanitary Pipes in Europe 2021

Prices & Conditions

	Subscription *	Single Issue																				
Single Country	€ 1.500,-	+25% for Single Issues																				
10 Countries	€ 9.500,-																					
All Countries**	€ 14.950,-																					
Available Countries	<table border="1"> <tr> <td>AUT</td><td>BEL</td><td>CZK</td><td>DEN</td><td>ESP</td><td>FIN</td><td>FRA</td><td>GER</td><td>IRL</td><td>ITA</td> </tr> <tr> <td>LUX</td><td>NED</td><td>NOR</td><td>POL</td><td>POR</td><td>RUS</td><td>SWE</td><td>SUI</td><td>SVK</td><td>UK</td> </tr> </table>		AUT	BEL	CZK	DEN	ESP	FIN	FRA	GER	IRL	ITA	LUX	NED	NOR	POL	POR	RUS	SWE	SUI	SVK	UK
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LUX	NED	NOR	POL	POR	RUS	SWE	SUI	SVK	UK													



* **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 automatically extended by one more year. The price is the individual price for each year. Price changes must be announced by Interconnection at least six weeks before 31st December.

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„ IC reports are a very helpful direction sign for continuously changing markets.“

Mr. Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe





Our Market-Intelligence Tools



In case of any questions
please do not hesitate to contact us!

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we show you the way

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Web-Conference with the analyst free of charge	✓

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