



IC Market Tracking Fire Barriers and Fire Protection Coatings 2018

- Germany
- Austria
- Switzerland
- Poland
- Italy

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
 - Fire Barriers
 - Application
 - Business Segments
 - Customer Segments
 - Distribution
- ✓ Information about the most important **Factors of Influence**
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.



IC Market Tracking® Fire Barriers and Fire Protection Coatings 2018

Germany	Austria	Switzerland	Poland	Italy*	Others on Request
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Product Groups		Application	Business Segments	Customer Segments	Distribution Channels
Units	Kilograms/Liters	Sanitary	New Construction	Residential	Direct
Fire Protection Boards/ Firestop Coated Board	Firestop Mortar	Electro	Renovation	Non-Residential	Specialist Dealer
Firestop Plug/ Firestop Block	Firestop Foam/ Firestop Sealant	Ventilation / Air-conditioning Ducts, Beams, Heating			Building Materials Trade
Firestop Cushion/ Pillow					
Firestop Collar/ Firestop Bandage	Fire Protection Coating				
Others		Fire Protection Coating			
		Steel	Wood	Concrete	Cable

For every market segment we will analyze the overall market during the previous two years and additionally make a forecast for the next 3 years.
Components and building materials according to EN 13501 for structural fire protection, no fire doors, fire glass, etc.

* For the given country Market Forecast is only available

Product Groups

Fire Protection Boards/ Firestop Coated Board

Gypsum plaster fire protection boards/ gypsum fiberboard /cement-bound fire protection boards/ firestop coated board. Fire protection boards are used as cladding for wood, steel or concrete to protect in case of fire bearing components from ignition or temperature increase. Cladding is usually made of gypsum-bonded boards, which are applied as single or more layers directly on construction or on a substructure depending on the fire protection requirements. In addition, rockwool fire protection boards (firestop coated board) are used. Their minimum density is usually 150 kg / m³ and a melting point > 1000 ° C. As an alternative to the firestop coated boards, there are also used firestop boards made of intumescent materials. In case of fire, these materials foam up and seal in this way the penetration.

Delimitation: for Fire Protection Boards: We only consider products that are used for the cladding of the bearing structure (no products for normal dry wall installations).

Firestop Plug/ Firestop Block

Pre-formed firestop solutions made of polyurethane for cable penetrations in walls (lightweight partition walls, solid walls and ceilings).

Firestop Cushion/ Pillow

Fire protection elements in the form of cushions filled with special fire retardants. These pillows are placed in the opening of the ceiling or wall, then the line installation takes place. Firestop cushions serve as sheathing of lines.

Produktgruppen

Firestop Collar/ Firestop Bandage

Used for combustible pipes and insulated multi-layer composite pipes in walls (solid walls or lightweight partition walls) and ceilings. In the case of certain temperature the laminate of firestop collar begins to expand and consequently the combustible pipes are pressed in a short time.

Firestop Mortar

After completion of the pipe and cable installation, the ceiling or wall openings are sealed or closed with a special firestop mortar or plastic firestop sealant.

Firestop mortar application: larger openings

Firestop Foam/ Firestop Sealant

For fire-resistant and smoke isolation of small or medium-sized cable and pipe penetrations in walls (lightweight partition walls and solid walls).

Fire Protection Coating

Fire Protection Coatings (intumescent / ablation coating), which are part of the passive fire protection measures, are suitable for the protection of cables and cable bundles in cable trays in indoor installations, for the protection of steel structures and concrete as well as for the protection against flame propagation on wooden boards / constructions.

Others

modular sealing, firestop sleeve, pipe sections and segments, etc.

Application

Sanitary

Supply and drain lines made of combustible and non-combustible materials.

Electro

Installation ducts and shafts protect surrounding parts of the building in the case that a fire break out due to the internal installations.

Ventilation /Air-conditioning
ducts, Beams, Heating

are coated with fire protection boards, but there are used also special, intumescent fire protection coatings f.e. for beams. These coatings foam up in the case of fire and insulate beams from the heat. The stability of the beams is maintained over a longer time and a collapse of the building is prevented.

Business Segments

New Construction

New / newly built building

Renovation

Original repair of a building.

Distribution Channels

Direct

comprises from Online Sales via webpage, purchases at company stores/site shops and also sales directly to builders or construction companies, who use the products directly at the construction site.

Specialist Dealer

Retail establishments, which focus on an industry or a customer group in their product range and their competence.

Building Materials Trade

Sales via building material trades and DIY stores (Obi, Bauhaus, Hornbach, Praktiker, Zeus /Hagebaumarkt, Globus Baumarkt, Toom, EMV-Profi, Poco, Hellweg, etc).

Customer Segments

Residential

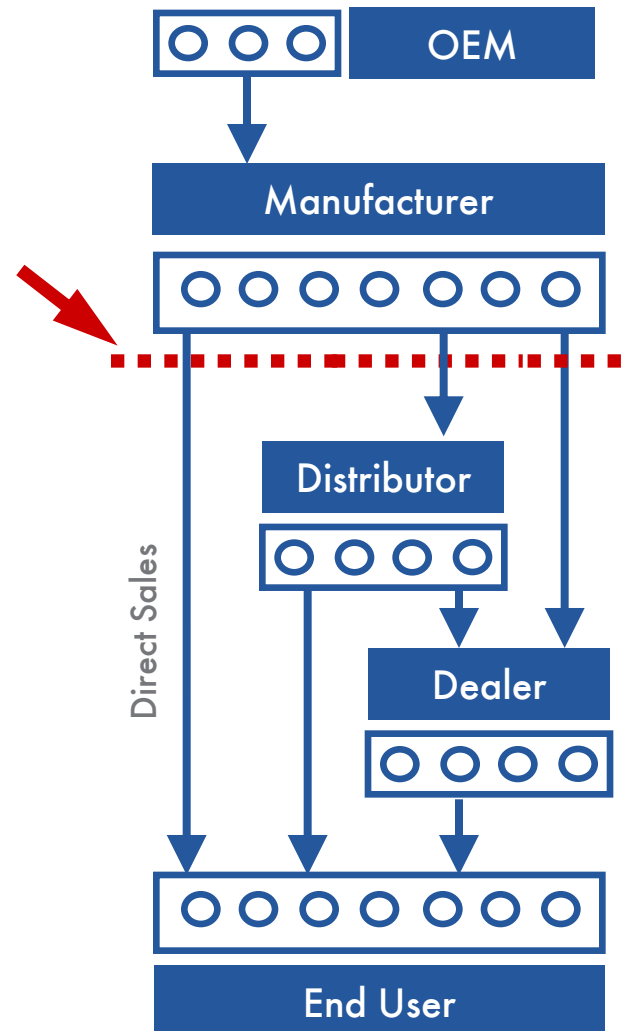
Residential construction including one- and two-family houses as well as multi-storey residential buildings.

Non-Residential

Non-residential construction, e.g. Buildings for education, health, industry, warehouse, office, commercial, agricultural buildings and other buildings.

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.



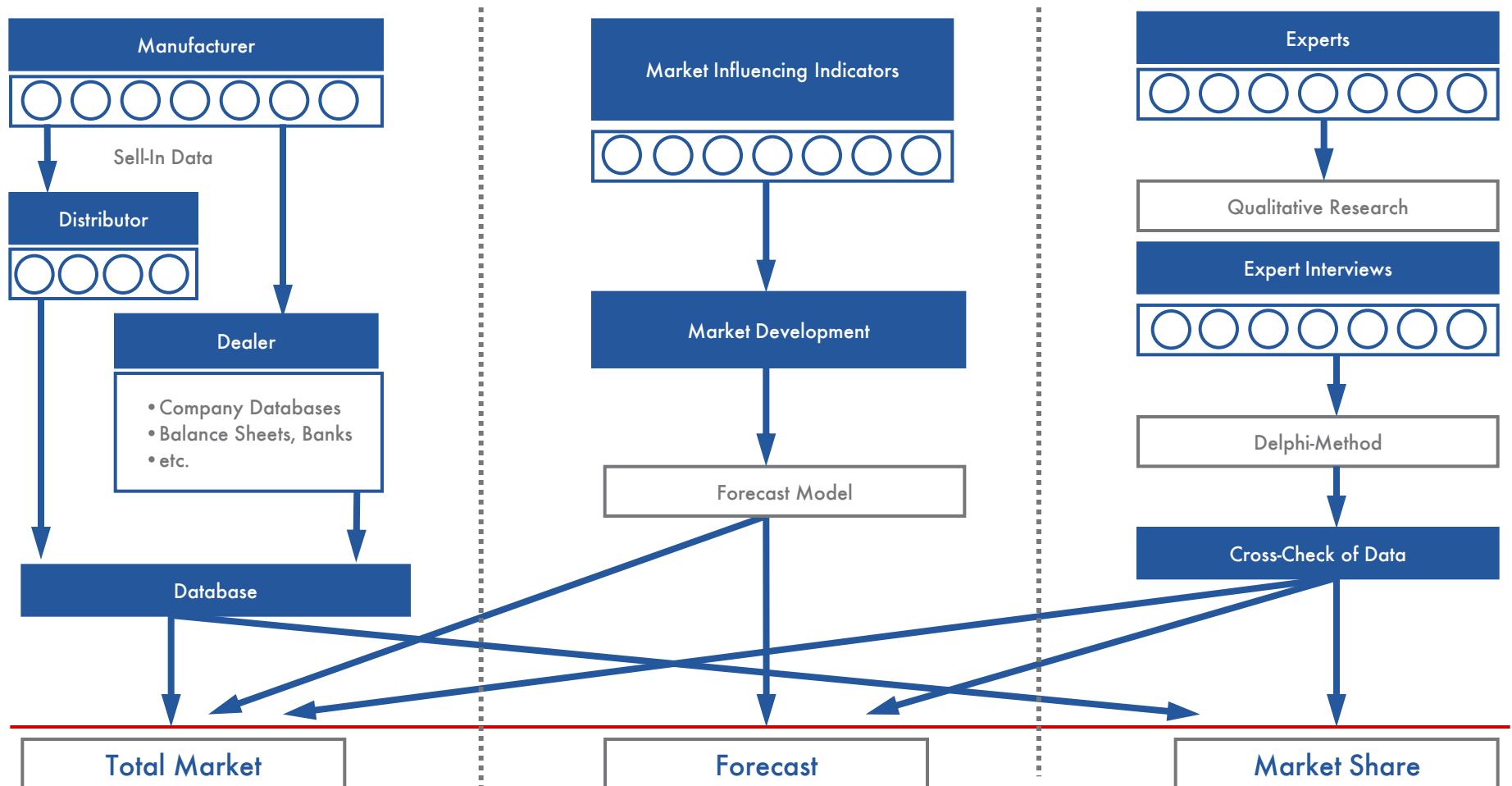
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

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.

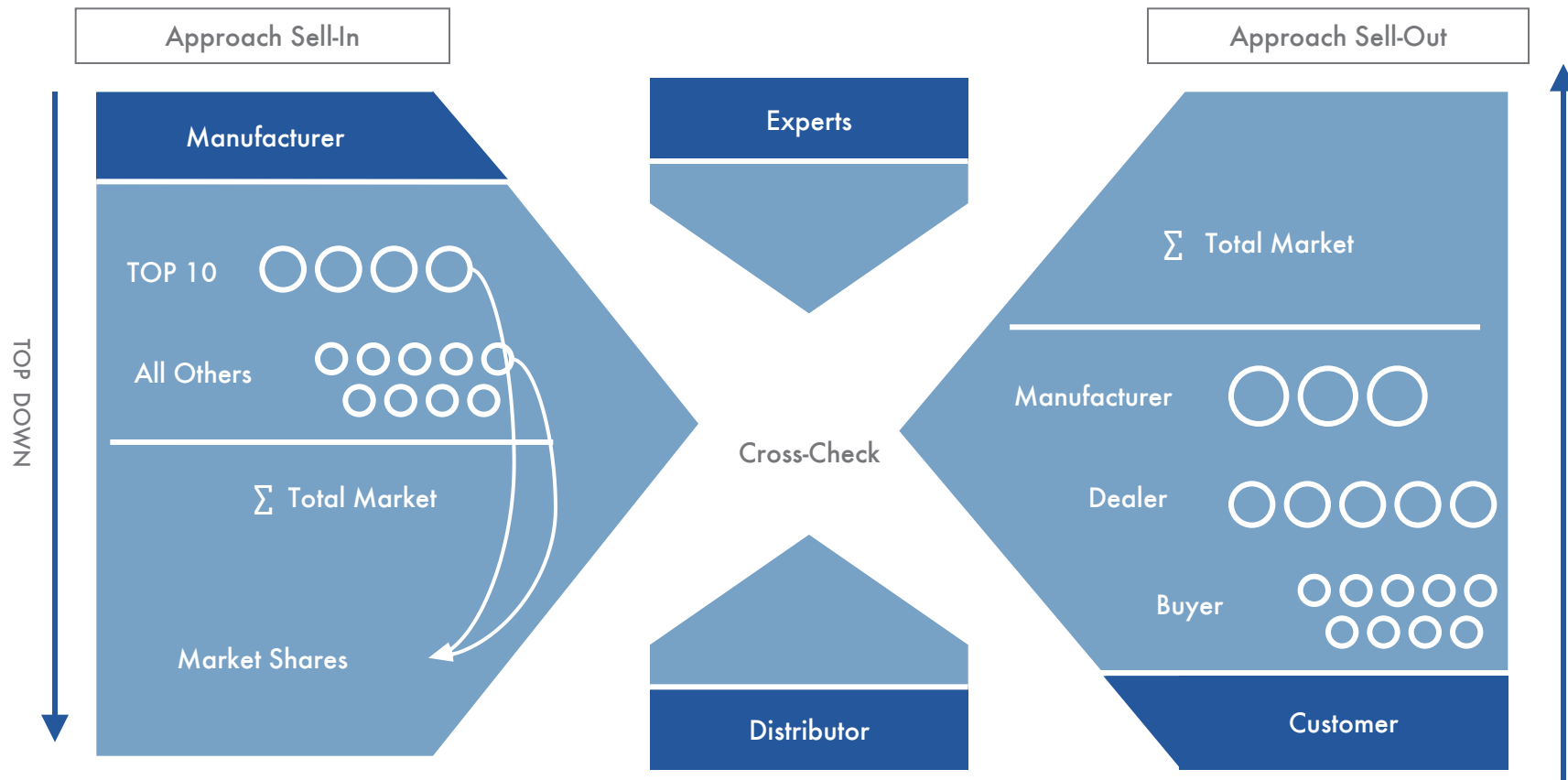
Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology

Methodology



Data of Manufacturers Aligned with Market Calculation



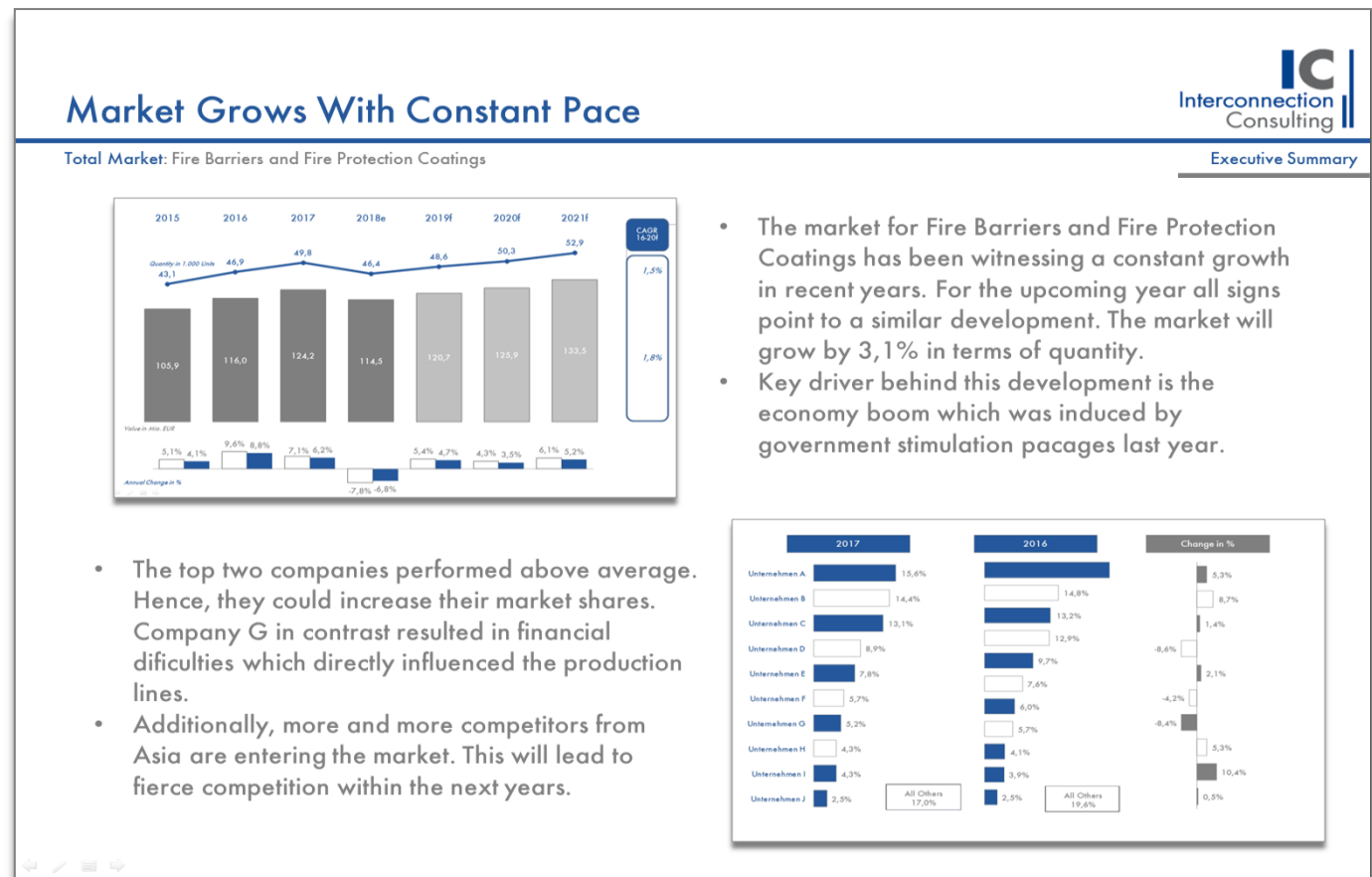
The IC Market Tracking® is modularly built and consists of the following sections:

Content

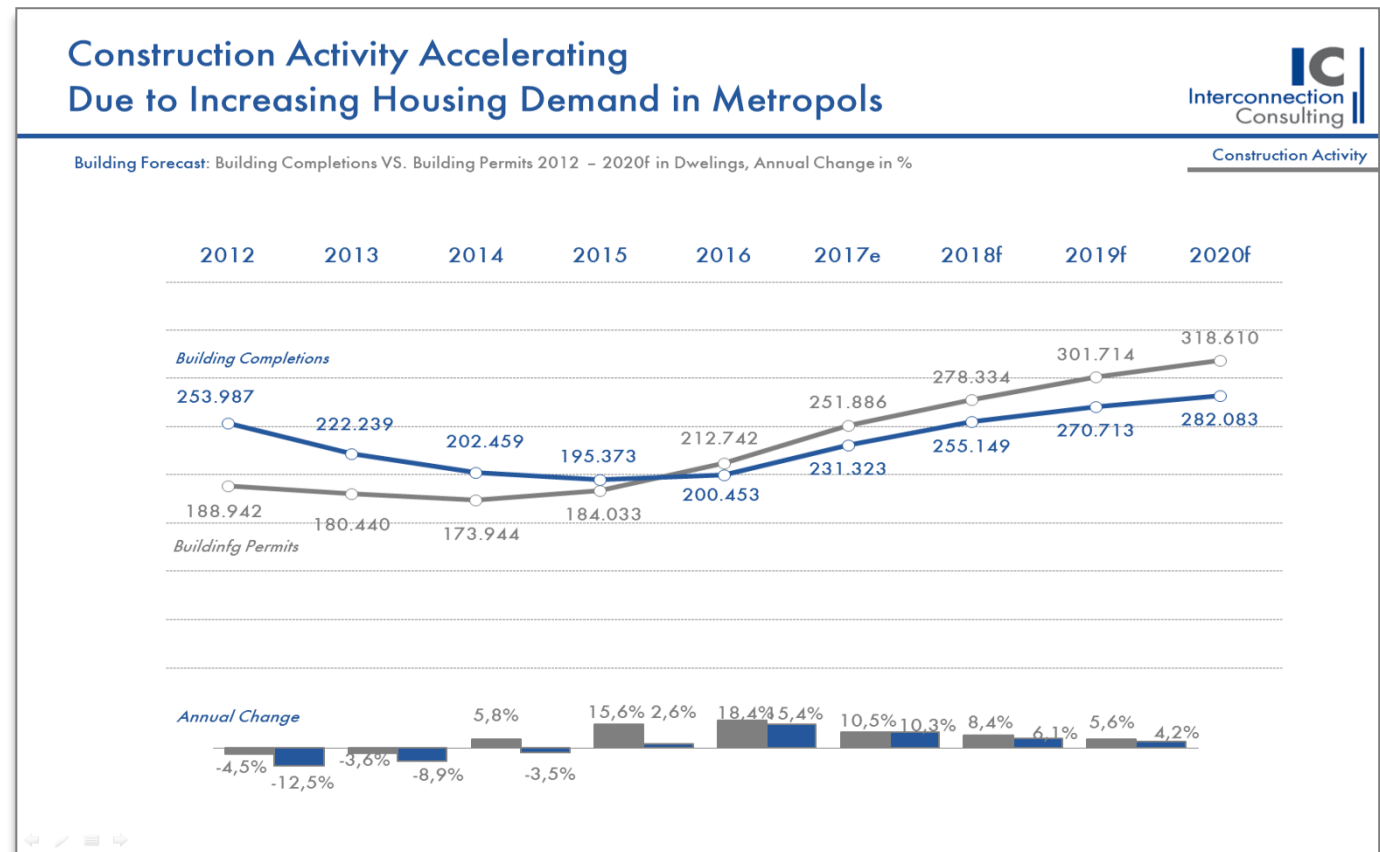
- The **Introduction** shows the definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market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

Executive Summary at the Beginning of the Report

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

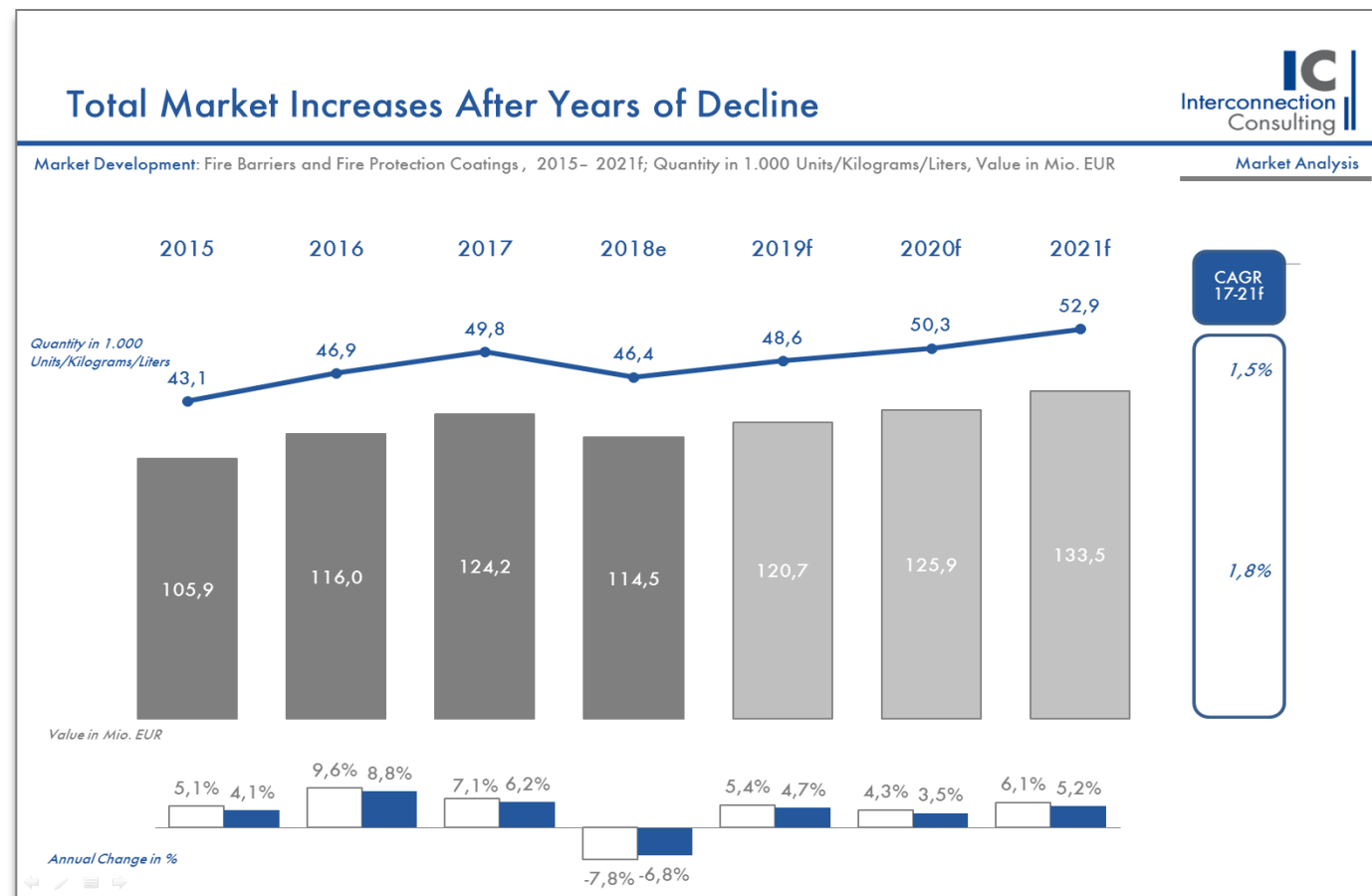


- ❑ The data for the market environment consists of main factors such as general economy data, demography, income statistics and sentiment indicators.
- ❑ This chart shows dummy figures.



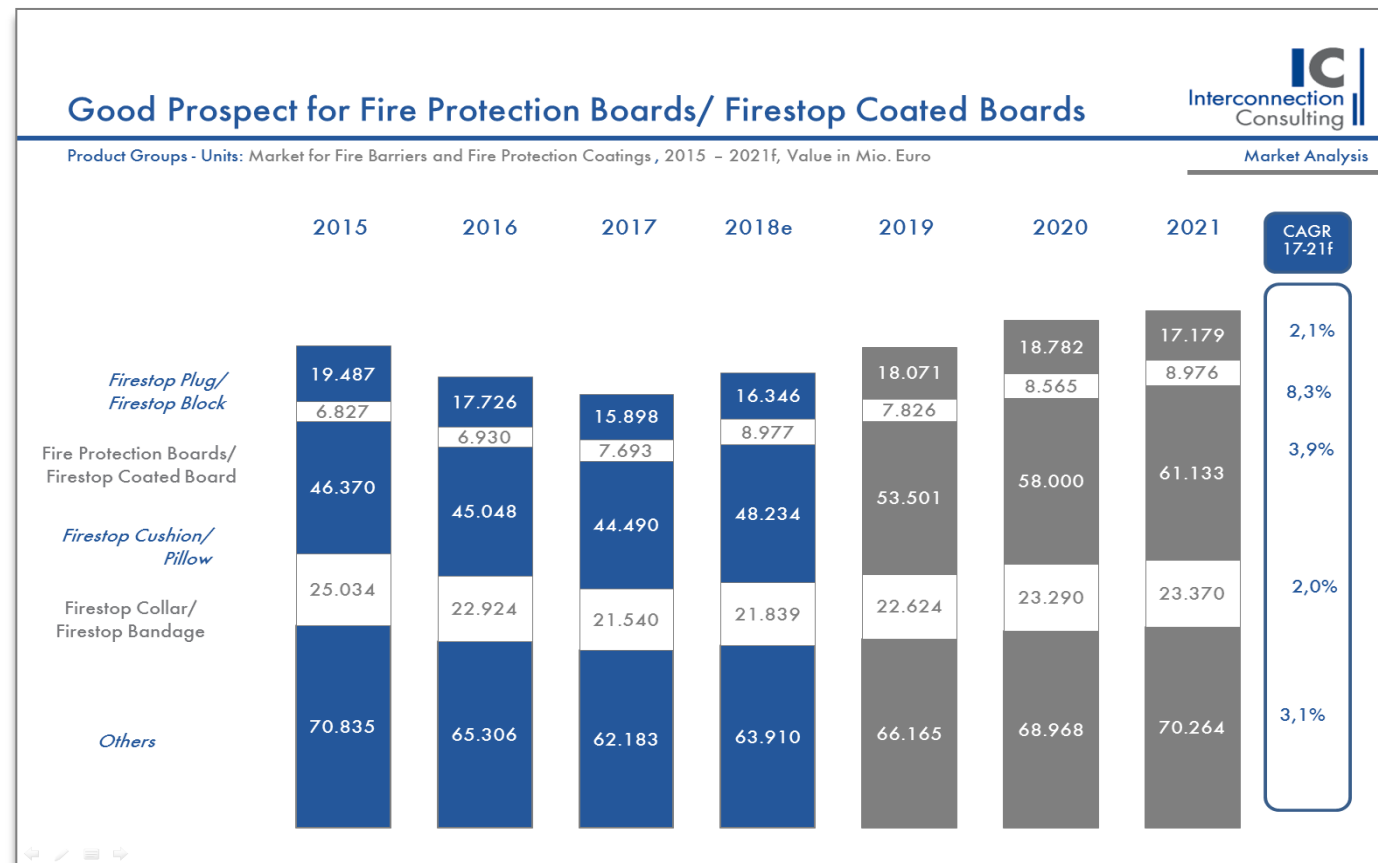
Total Market Development and Forecast

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



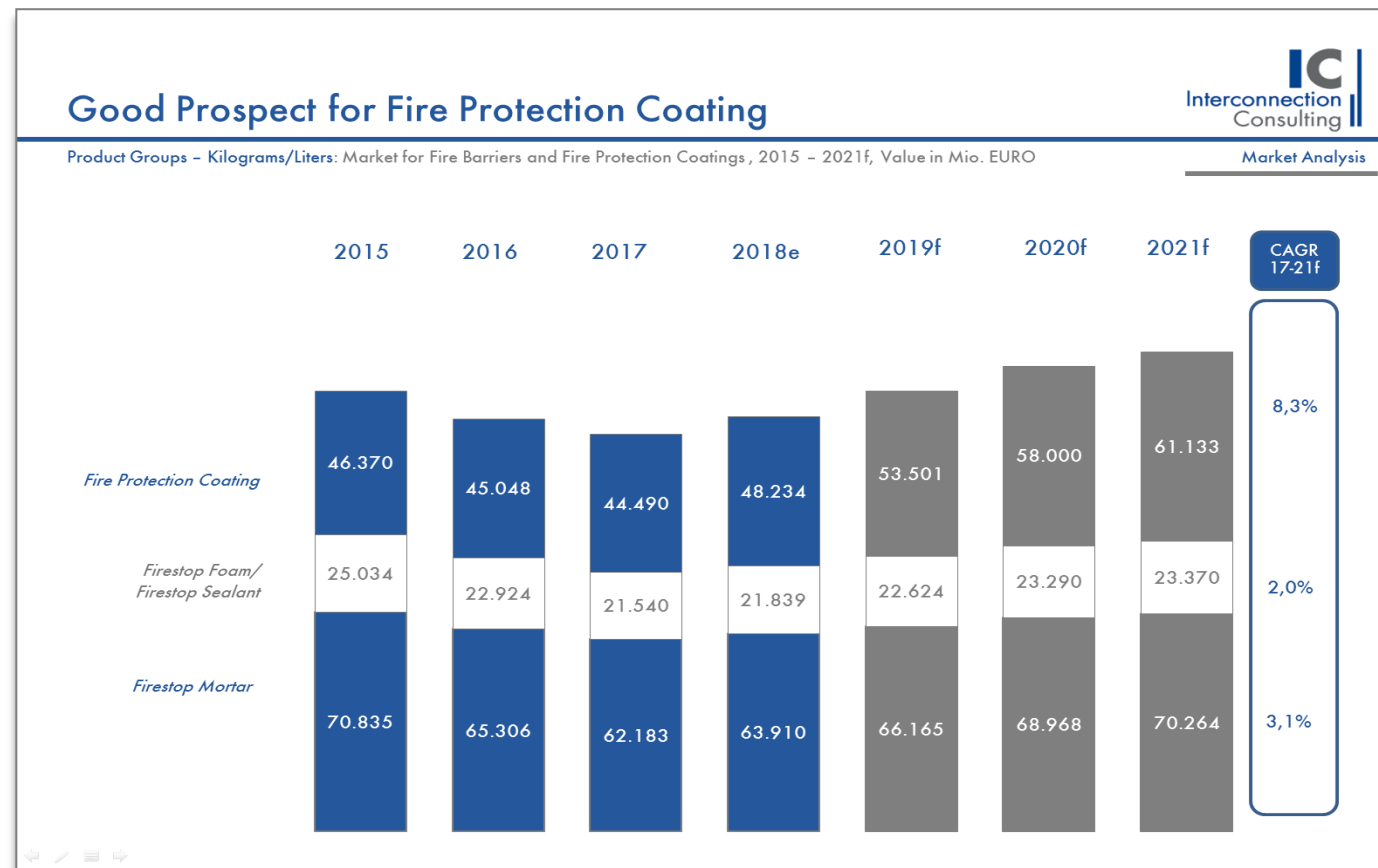
Trend-Analysis Regarding Product Groups, etc.

- ❑ Overview of the different product groups, their distribution channels, segments including trends for the upcoming three years
- ❑ This chart shows dummy figures.

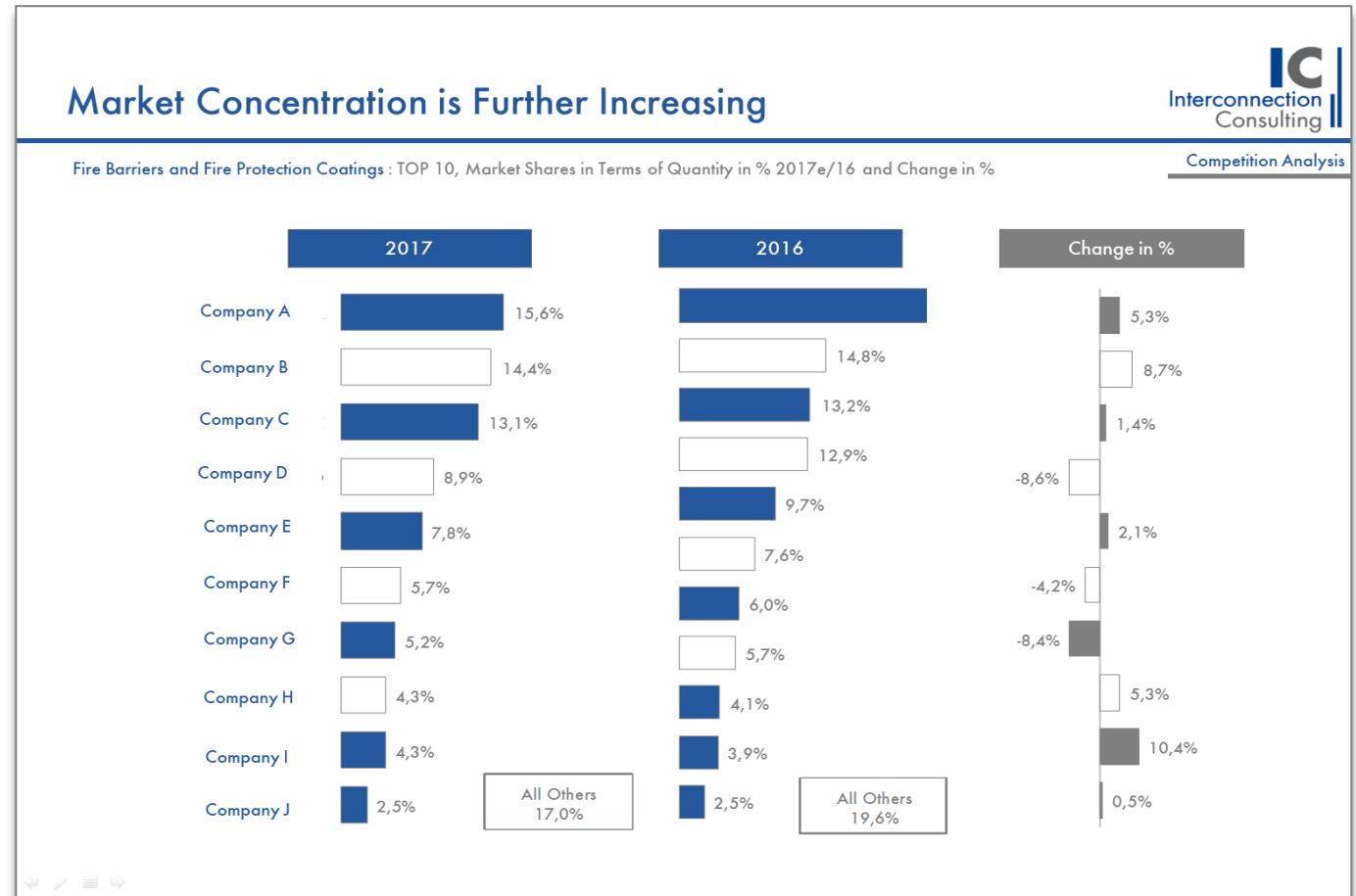


Trend-Analysis Regarding Product Groups, etc.

- ❑ Overview of the different product groups, their distribution channels, segments including trends for the upcoming three years
- ❑ This chart shows dummy figures.



- ❑ Detailed presentation of most important companies regarding market shares, development, etc.
- ❑ This Sample Chart shows fictive 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 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)
Ø 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)
Ø Price in € (Classes)	(All)

Sum - #	Technology		
Segments	A	B	C
Segment A	3.290	5.452	7
Segment B	5.310	8.825	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

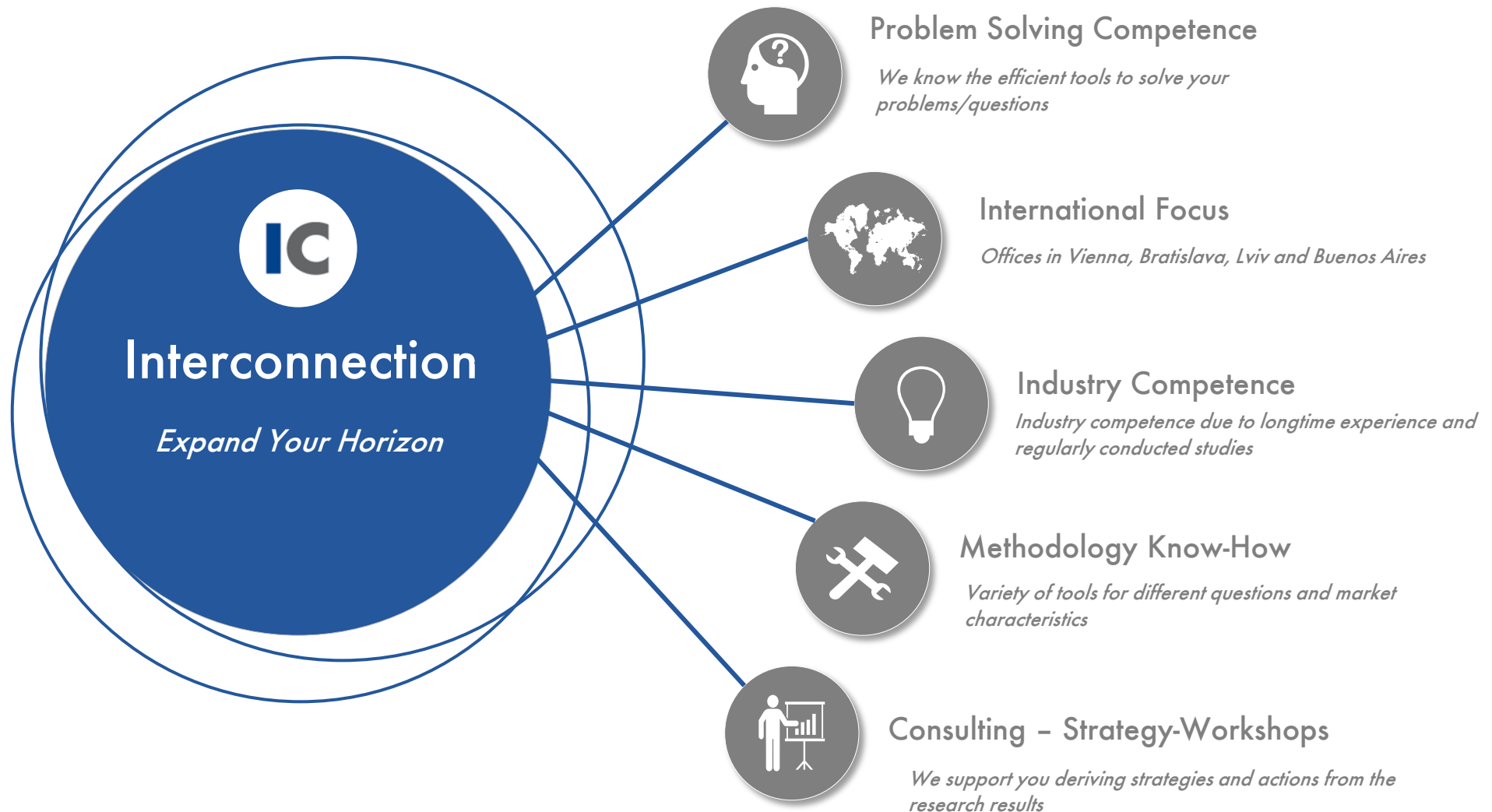
Dieses Chart zeigt fiktive Zahlen zur Illustration

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			€ 16.000	-20%
			€ 19.000	-25%
Available Countries	Germany	Austria	Switzerland	Poland
	Italy***	Others on Request		

* IC 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.

** Price taking into account the scale of discount
Price includes an interactive PDF Document. All prices shown exclude sales tax

*** For given regions market forecast is only available



Our Market-Intelligence Tools



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

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*For given regions market forecast is only available

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