

IC Market Tracking®

Cooling Ceilings and Chilled Beams in Europe 2024

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

more than just a report – A TOOL FOR SUCCESS!

Detecting Market Potential



GEO-Maps



Benchmarks



Strategic Workshops



on request

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2020 – 2023 for the total market development as well as
 - Product Groups
 - Material Types
 - Business Segments
 - Application Areas
 - Distribution Channels
- Forecasts from 2024 – 2027 for the total market as well as each analysed segment and sub-segment

COMPETITION ANALYSIS

- Market shares of the top players for 2023/2022
 - Market Shares on the total market in terms of value and quantity
 - Market Shares per product groups in terms of value and quantity

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, public spending, labour market, demographics, retail market.
- Continuous updates of the data



Market & Competition Analysis

Market Volume

Market Growth

Trends

Market Shares

What Do You Get - Your Benefits at a Glance

Presentation of the Data and Deliverables

Market Intelligence Tool Access and Deliverables

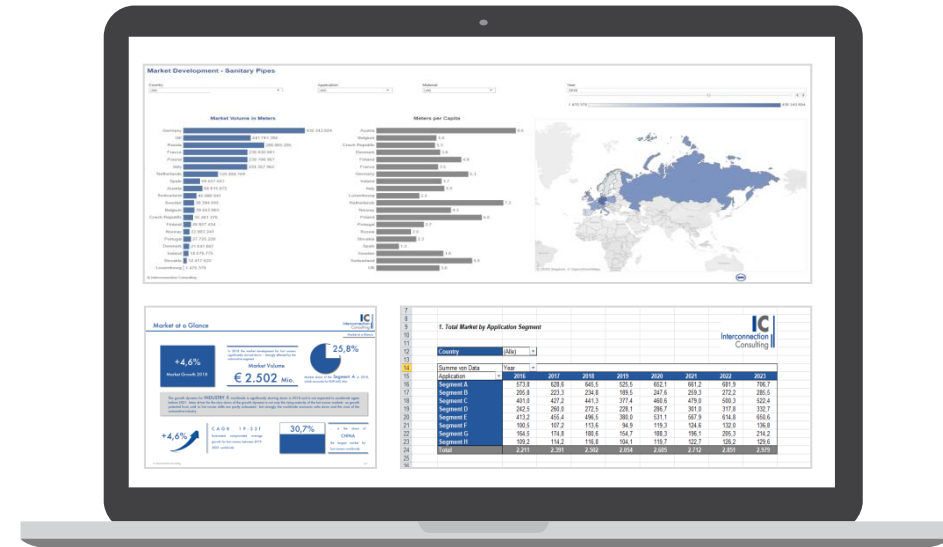


ONLINE-COCKPITS

- 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

- Executive summary dashboards including key facts of the report and background information about forecasts, trends and the competitive landscape
- Infographics summarizing the market and providing regional comparisons and contrasts



Market Intelligence Tool and Reports



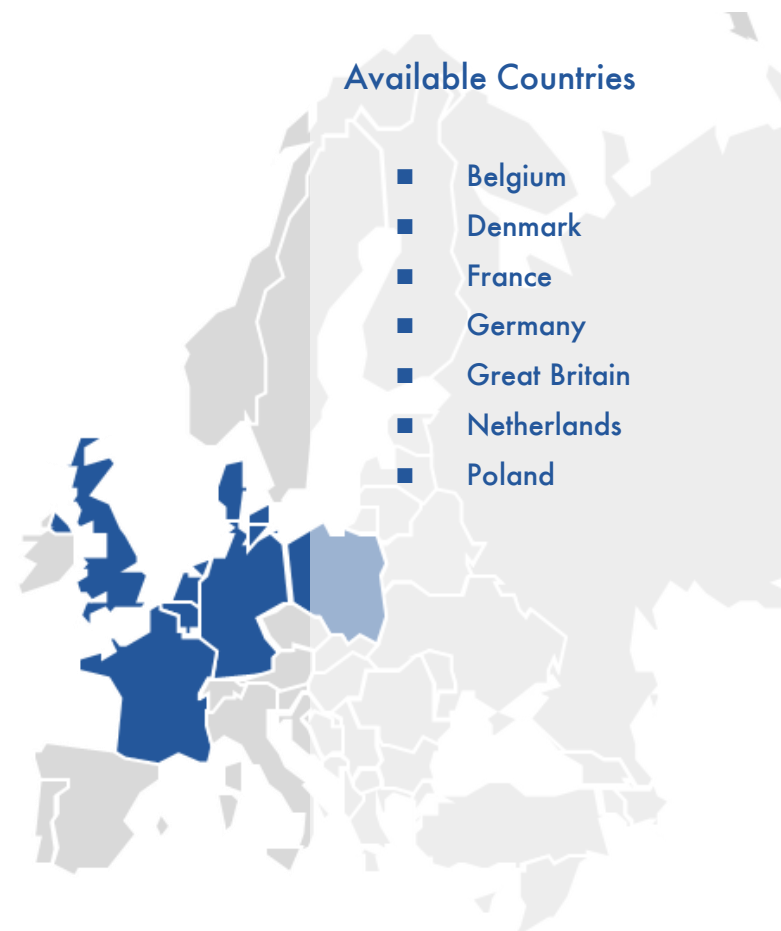
Online Dashboards

Market Report Structure

Product Group	Business Segment
Cooling Ceilings	New Construction
Chilled Beams	Renovation

Distribution Channel	Material	Application Area
Contractor	Gypsum	Offices
Air Conditioning / Refrigeration Installers	Plaster	Industry
End Users	Metal	Commerce
Others (Sanitary / Heating Installers)	Aluminium	Others

Available Countries



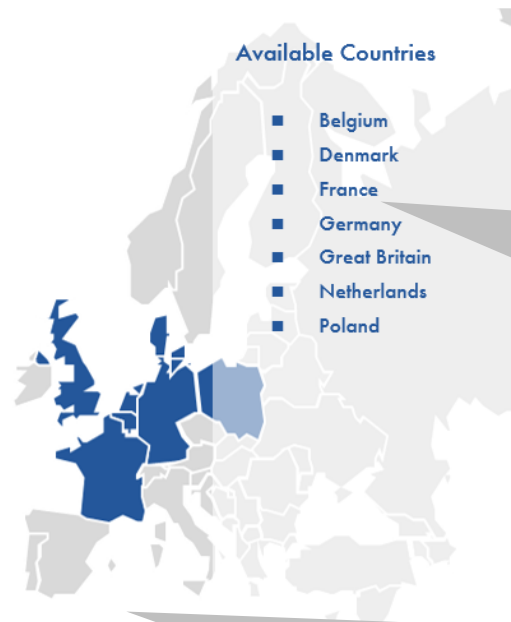
Market Structure - Interpretation

Market Report Structure

Product Group	Business Segment
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Air Conditioning / Refrigeration Installers	Plaster	Industry
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Available Countries

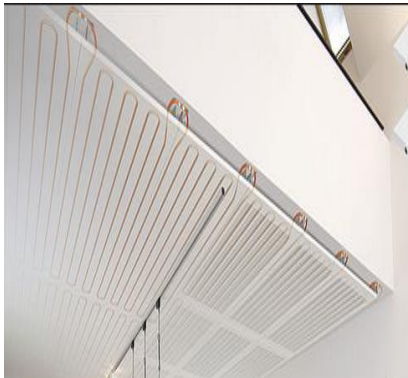


- Market data are available for each country separately as well as aggregated for the package purchased.
- Each country report includes data by product groups, material types, business segments, application areas and distribution channels separately, as well as aggregated for the total market of cooling ceilings and chilled beams in terms of quantity.
 - Additionally, data for total market and product groups are also showed in terms of value.

Product Groups

Cooling Ceiling

A cooling ceiling is made of a square or rectangular panel covering the ceiling and the pipes responsible of the heating / cooling of the room.



Chilled Beam

A chill beam is an additional structure attached to the ceiling. As passive, it requires ventilation air to be delivered by a separate air-handling system. This product rely on the natural elasticity to recirculate air from the conditioned space. An external ventilation support can be used to improve the air circulation. With an active beam, the ventilation air is delivered to the beam by a central air-handling system via ductwork.



Material

Gypsum

Cover panel or beam made of gypsum

Metal

Cover panel or beam made of metal

Plastering

Cover panel made of plaster

Aluminium

Cover panel or beam made of aluminium

Business

New Construction

Application in newly constructed buildings

Renovation

Application in renovated constructions

Distribution Channels

Contractor

Contractors purchase the products directly from suppliers and may use installers later on to set up those units.

Air Conditioning /
refrigerating installers

Globally responsible of the HVACR system installations, air conditioning / refrigerating installers provide also sometimes the maintenance of the units.

End Users

It defines end users contacting directly the supplier in order to get the unit. Then an installer might be involved to conclude this process.

Others (Sanitary/heating
installers)

Mostly composed by water circulation (e.g. pipes) and heating installers.

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 Manufacturers & Experts

Basis of the analysis are surveys - electronic questionnaires and telephone interviews - with the most important manufacturers 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

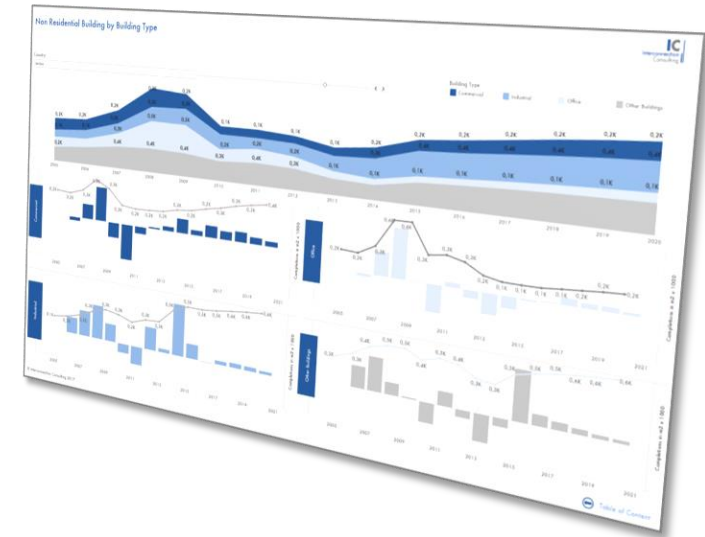
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

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

Easy online
accessibility

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

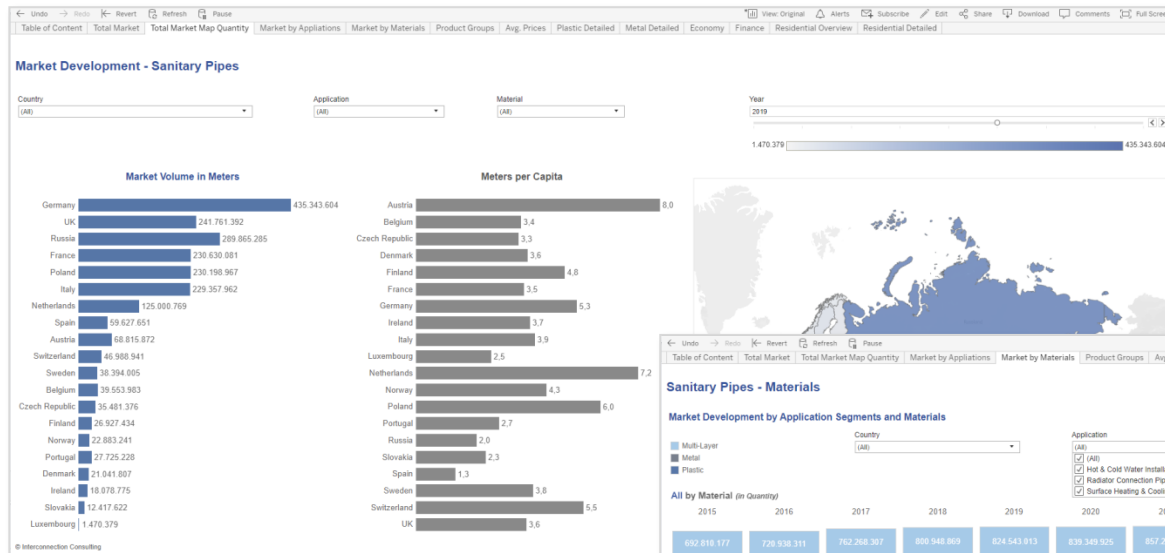


Usability of the Market Intelligence Tool

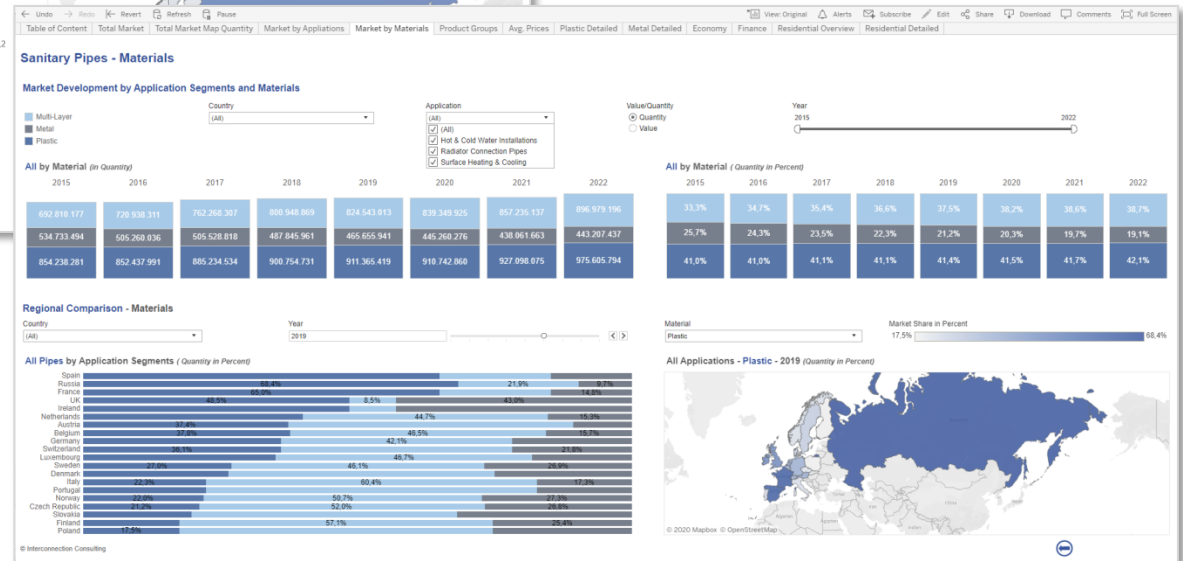
Let's Put it in a Video...



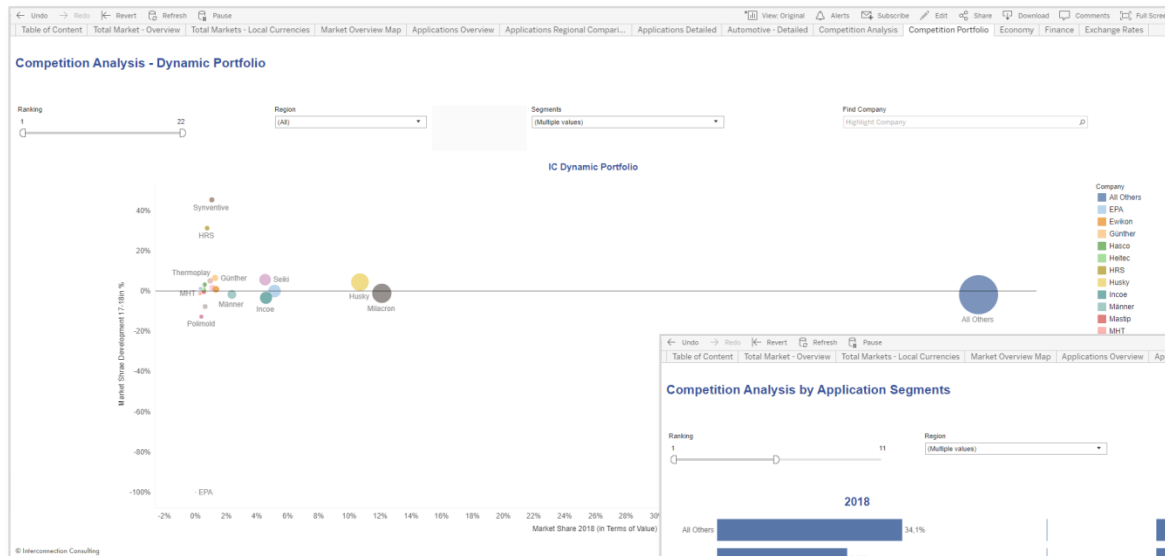
Sample Cockpits for Market Analysis Data



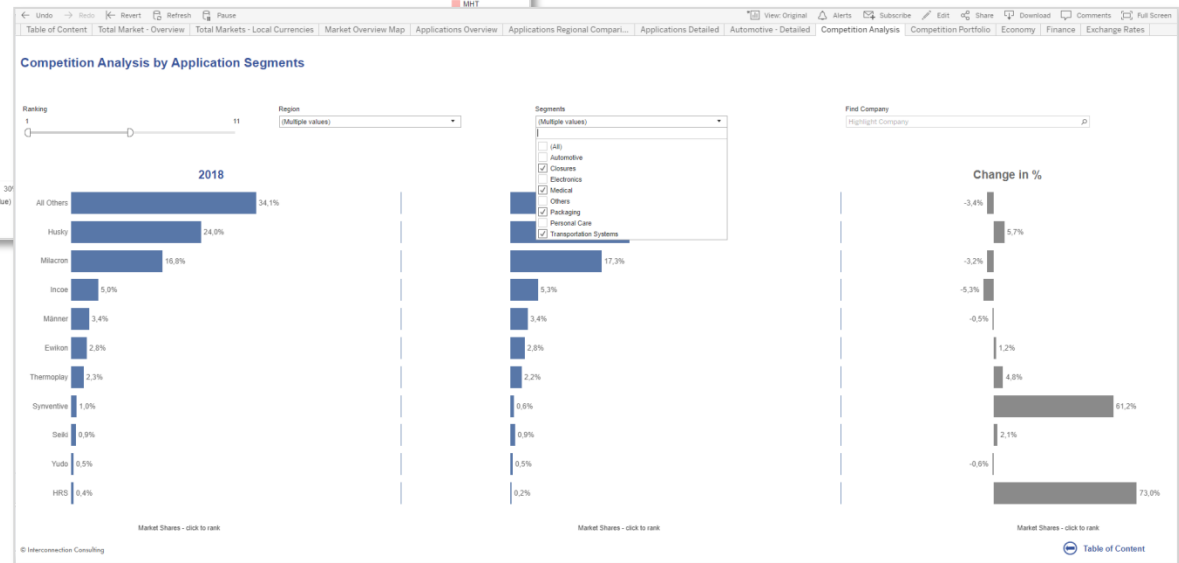
This chart contains fictive data



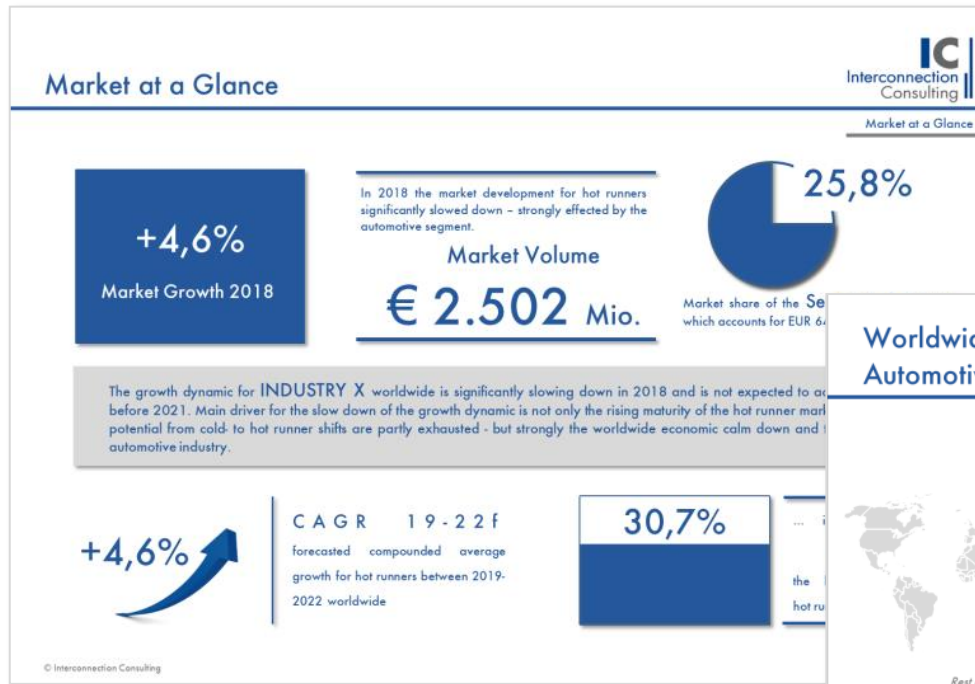
Sample Cockpits for Competition Data



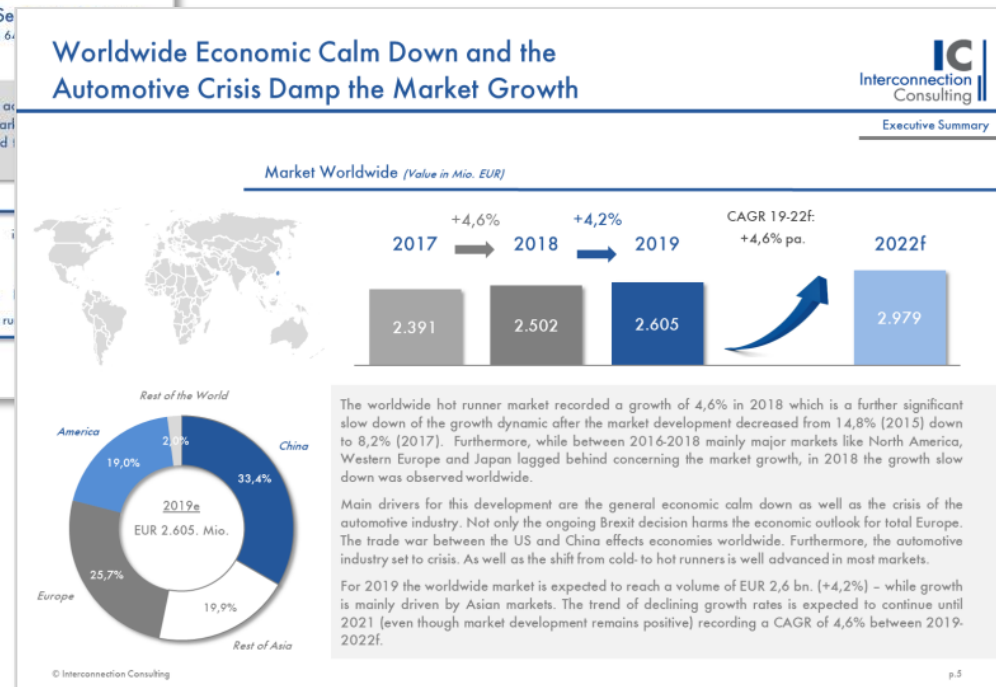
This chart contains fictive data



Additional Deliverables - Executive Summary



Executive Summary as part of Tableau (fictive data)



Executive Summary as part of Tableau (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Cooling Ceilings and Chilled Beams in Europe 2024

Prices & Conditions

Subscription*

1 Country of Your Choice

€ 3.999,-

3 Countries of Your Choice

€ 9.999,-

All Countries

€ 18.999,-



BUY NOW

Available Countries

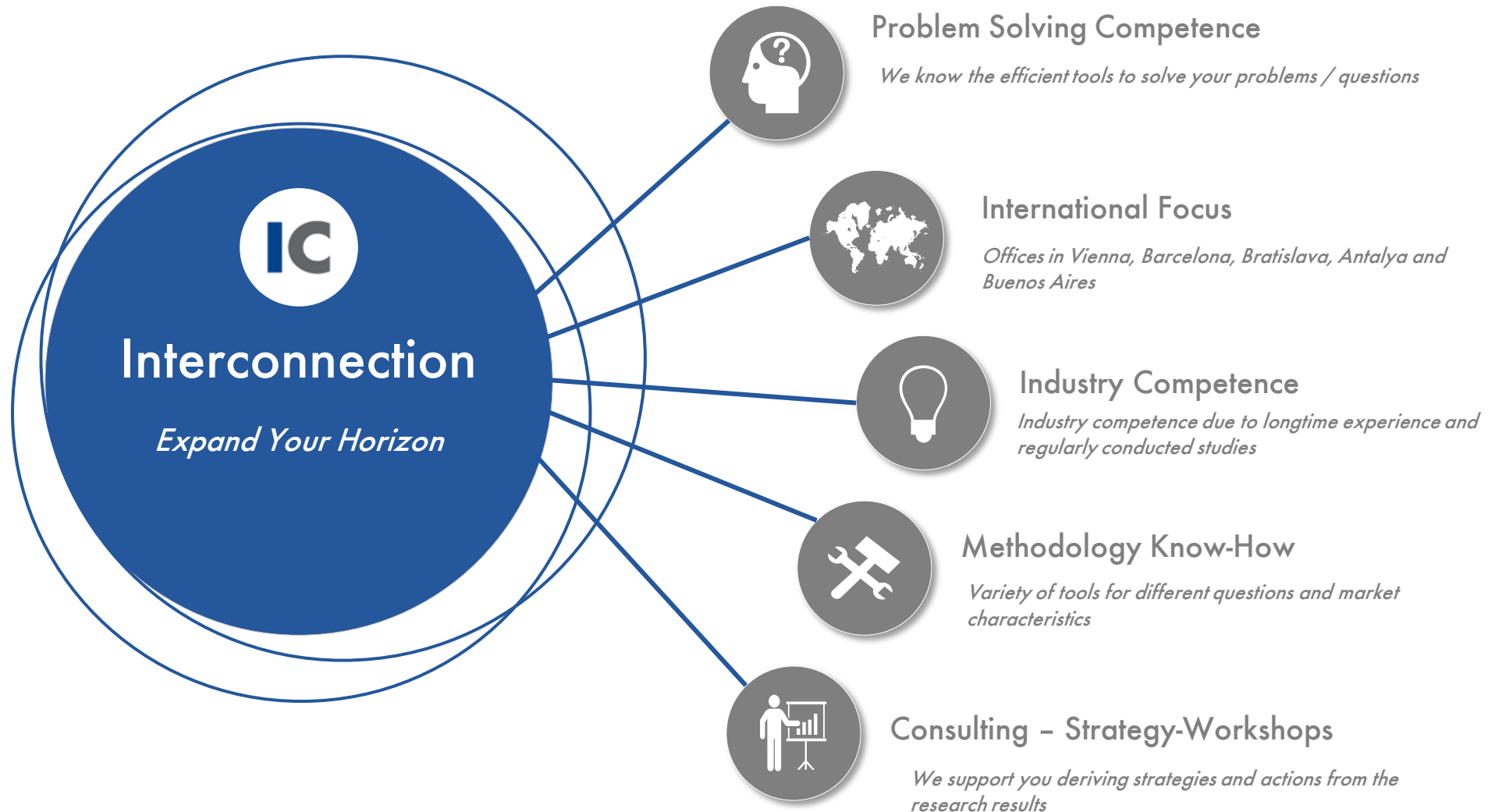
- Belgium
- Denmark
- France
- Germany
- Great Britain
- Netherlands
- Poland

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- If you have selected single issue (no subscription price advantage) the contract is valid for 12 months.
- Our products/studies will be usually delivered as online dashboards in a common web browser, based on the BI Tool "Tableau" and include one named user license. You have access to these dashboards for the duration of your contract. If you need further licenses, the price is EUR 390,- per user and year. Reports, which as default delivered as online dashboards, can be requested as PDF versions for an additional fee.

Selected References for our Market Reports





Our Market-Intelligence Tools



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

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Defining Growth
Potential Since 1998

Yes, we would like to order the IC Market Tracking® Cooling Ceilings and Chilled Beams in Europe 2024

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

Please, choose from the available countries and package selection

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|----------------------------------|----------------------------------|--|---------------------------------|
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- Flexible subscription packages on request: alternating countries, product change, etc., if possible