

Suspended Ceilings in
Europe 2020 - Update
IC Market Tracking

What Do You Get - Your Benefits at a Glance

Content of the Report

Market Data, Insights and Expertise...



MARKET ANALYSIS

- Historical market data from 2016 – 2019 for the total market development as well as
 - Product Groups
 - Customer Segments
 - Materials
- Forecasts from 2020 – 2023 for the total market as well as each analyzed product group and segment
- Annually updates of the data

COMPETITION ANALYSIS

- Market shares of the top players for 2019/20
 - Market Shares on the total market in value and quantity
 - Market Shares per product groups and segments in quantity

MARKET DRIVERS

- Analysis of the most relevant market drivers such as GDP, disposable incomes, public spending, labor market, demographics, etc.
- 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

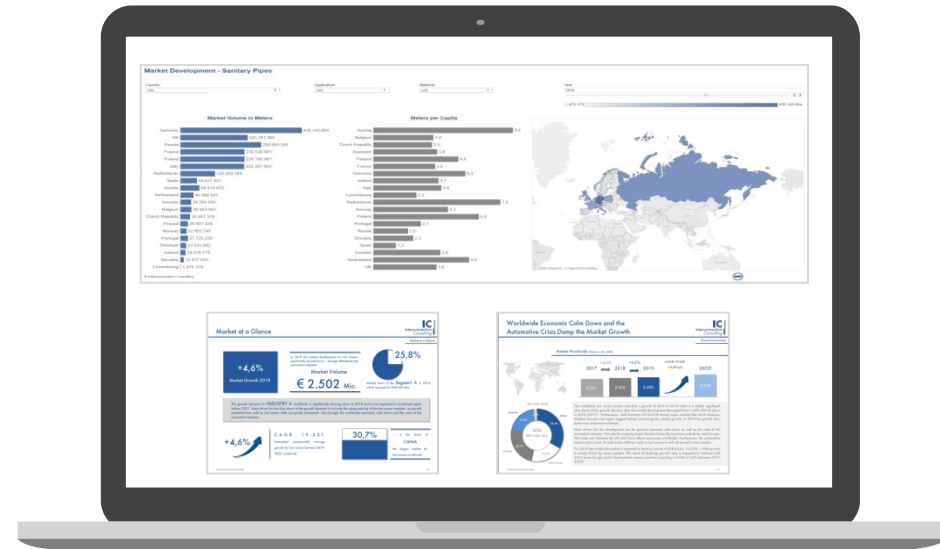


ONLINE-COCKPITS

- 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

- PDF report 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



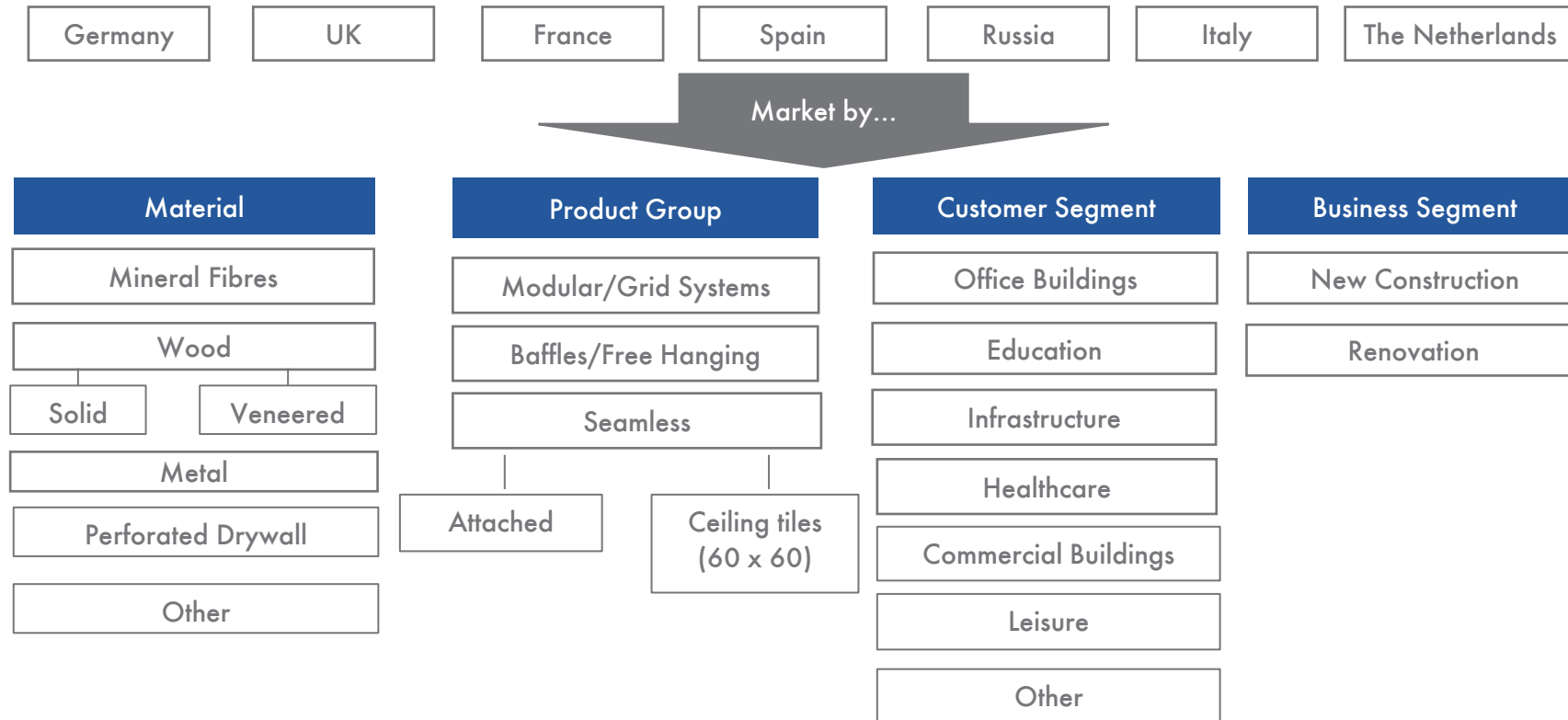
Market Intelligence Tool and Reports



Online Dashboards

Executive Reports

IC Market Tracking 2020 Suspended Ceilings



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

Definition and Demarcation

Product Group

Modular/Grid Systems

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

Baffles/Free Hanging

A secondary ceiling, hung below the main (structural) ceiling to balance and control acoustic in the room

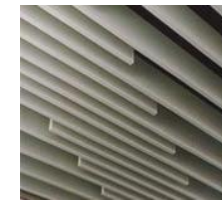
Seamless - Attached

A construction or device which reduces the noise pollution in the room. Are designed to hang vertically or horizontally down from the ceiling.

Seamless - Hanging Tiles

Smooth surfaces free of seam patterns, used to cover large areas completely removing the grid from sight. They are manufactured with several materials, among which gypsum, wood and metal. Their direct application to the ceiling by gluing or by screwing them to hooks makes them different from baffles.

Analogous to attached plates, hanging tiles are used to cover large areas completely removing the grid from sight. They are manufactured with several materials, among which gypsum, wood and metal. These tiles are usually set in an enclosed environment such as a corridor or a hallway in a snap-fit fashion. Indeed, they are generally all of the same measure and smaller than attached plates (60 x 60 m).



Business Segment

New Construction

Acoustic ceilings are installed in new constructed buildings.

Renovation

Renovation of the buildings and modernisation of the ceiling systems in order to improve the acoustics characteristics of the buildings.

Materials

Hard Mineral Fibres

Mineral fibers made from hard natural or synthetic minerals such as rock and glass wool, and other mineral composites. They are usually classified as being thicker and more dense than soft fibers, thus making the ceilings more resistant

Perforated Drywall

Panel made of gypsum plasterboard pressed between two thick sheets of paper. It can be smooth for better sound isolation or perforated for sound absorption .

Solid Wood

Acoustic panels made from solid timber originating from different floral species

Veneered Wood

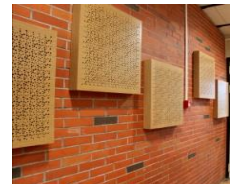
Acoustic panels made from wood composite mixes

Metal

Acoustic panels made from different types of metal

Others

Other types of materials, including combinations of the ones described above



Customer Segment
Education
Office Buildings
Infrastructure
Health Care
Commercial Buildings
Leisure
Others

Suspended ceilings applied in schools, universities, lecture halls, etc.



Suspended ceilings applied in the rooms of office and administration buildings

Abgehängte Decken, die in Infrastruktureinrichtungen eingebaut werden

Suspended ceilings applied in hospitals, clinics and other medical spaces



Suspended ceilings applied in the department stores, malls, shopping centers etc.

Suspended ceilings applied in gathering places devoted to entertainment such as cinemas, theatres, pubs, gyms, swimming pools, etc.

Suspended ceilings utilized for other gathering places such as airports, stations, hotels, churches, etc.



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

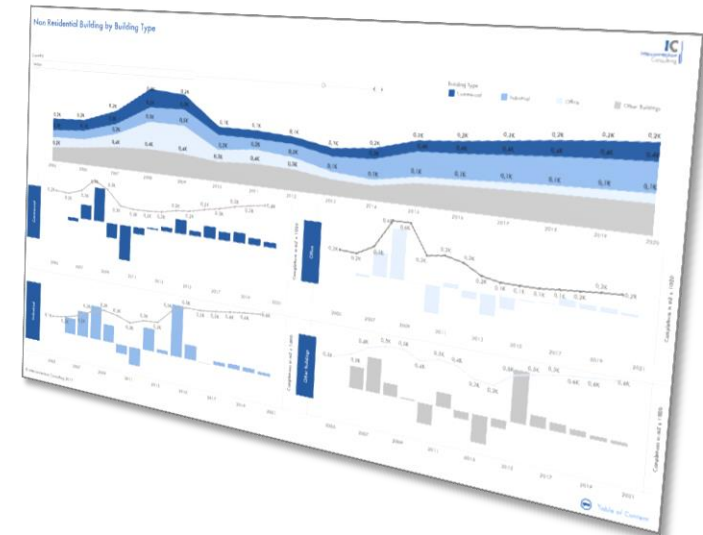
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive Dashboards

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

Easy online accesibility

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



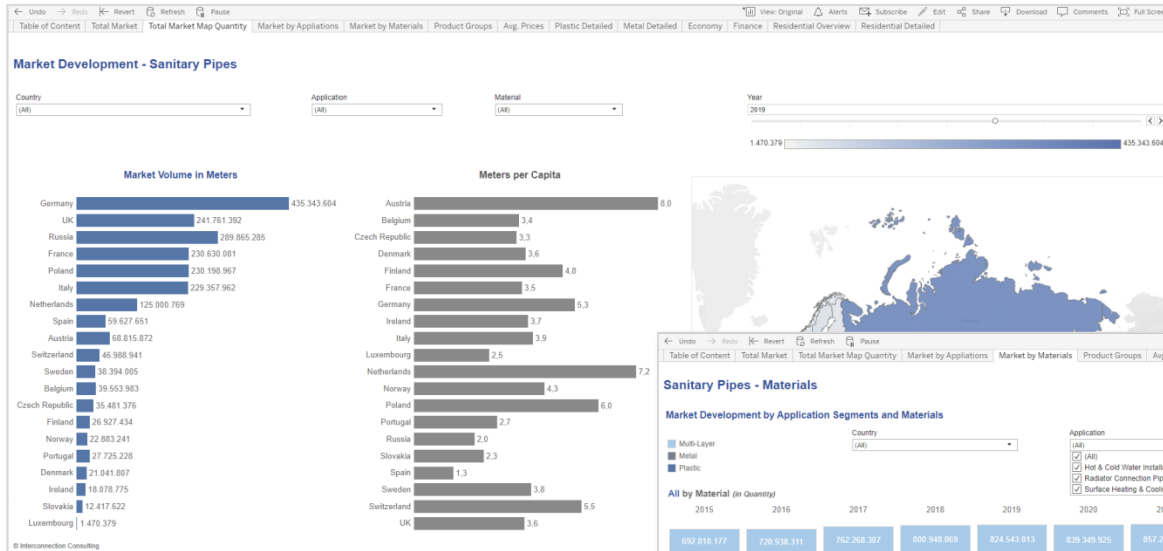
In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit is waived as well as for any subscription order exceeding 2 countries or regions. For all other options, price for Tableau cockpit costs € 500,-.

Usability of the Market Intelligence Tool

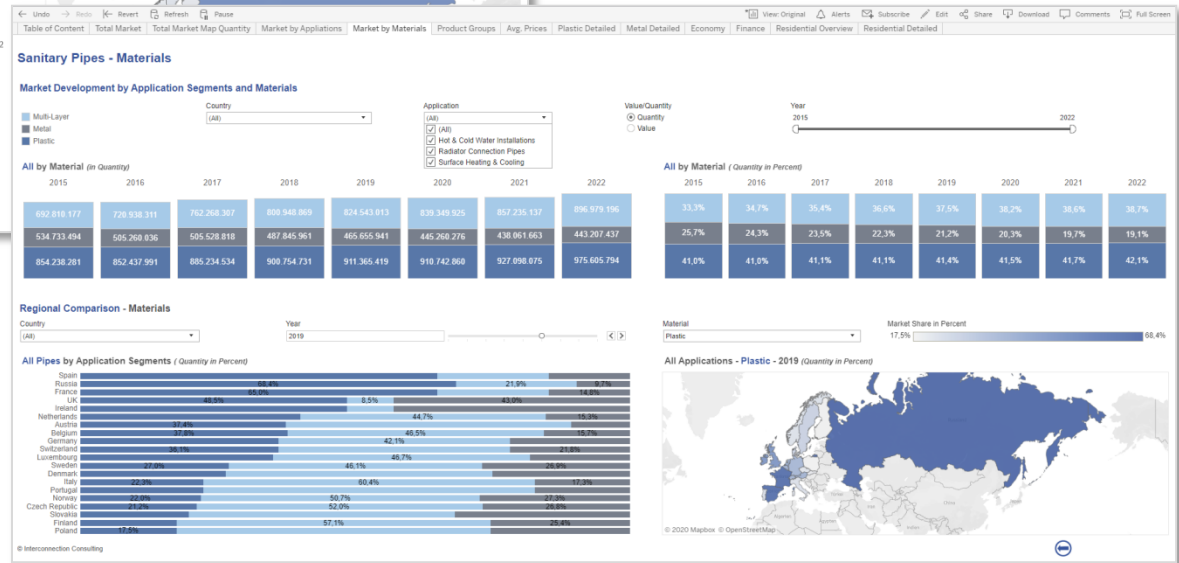
Let's Put it in a Video...



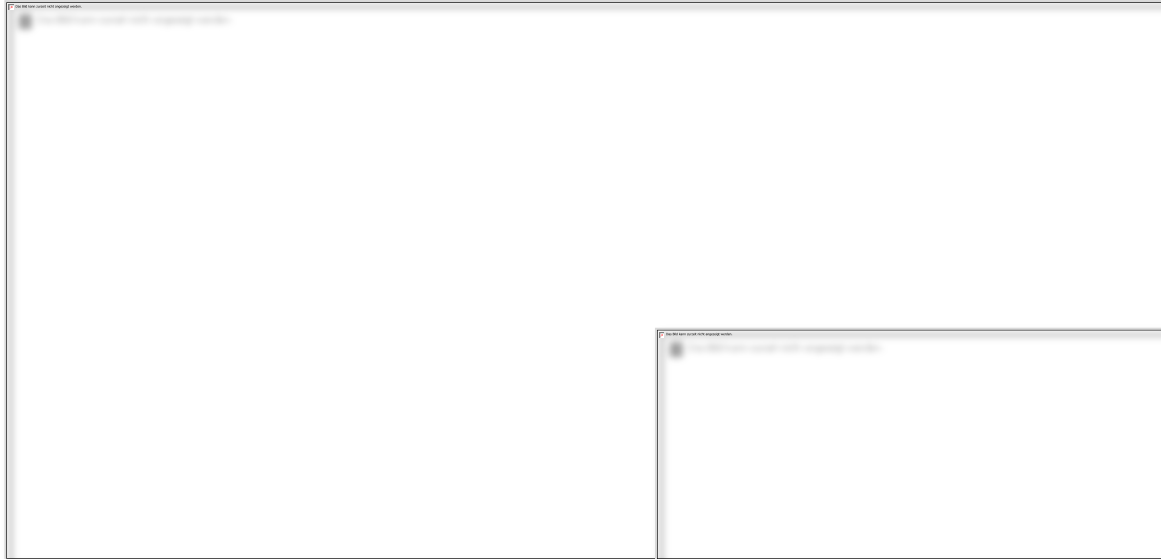
Sample Cockpits for Market Analysis Data



This chart contains fictive data



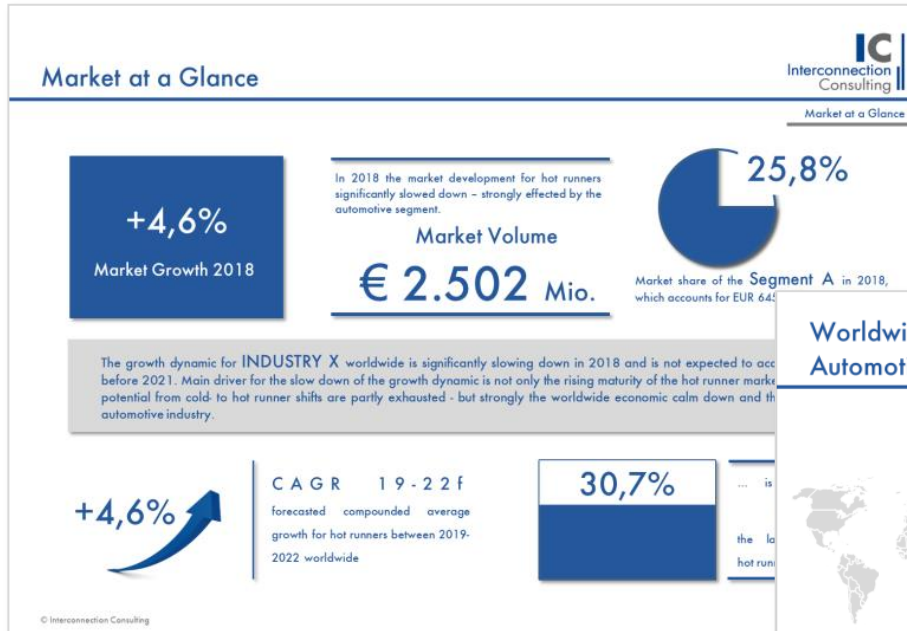
Sample Cockpits for Competition Data



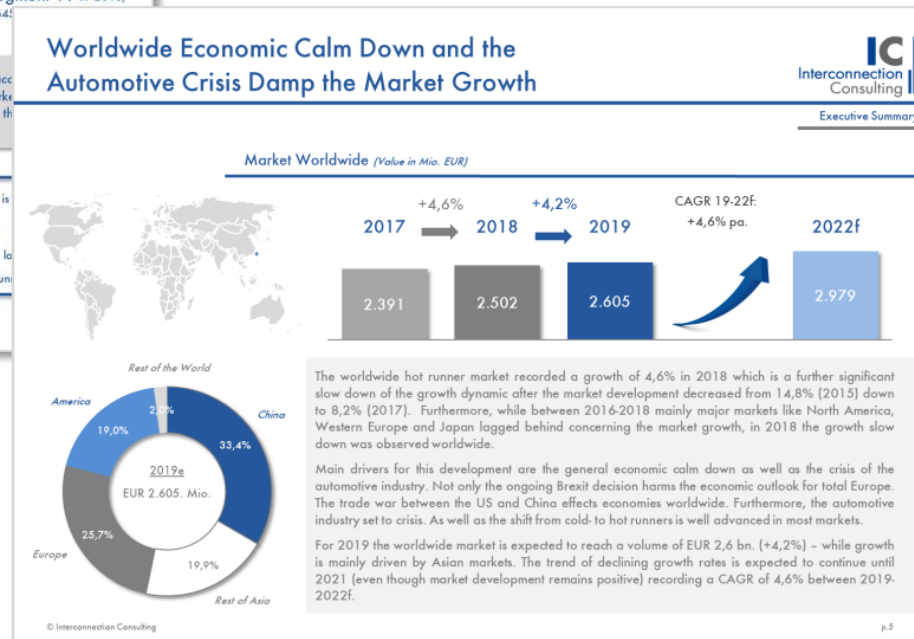
This chart contains fictive data



Additional Deliverables - Executive Summary



Executive Summary as PDF (fictive data)



Executive Summary as PDF (fictive data)

IC Market Tracking® 2020 Suspended Ceilings in Europe Update

	Subscription*	Single Issue					
Europe Top 7	€ 9.990,-	+25% for Single Issues					
Single Country	€ 2.950,-						
Available countries	Germany	UK	France	Russia	Spain	Italy	The Netherlands

* Annual price for at least two orders of the study (order year and the following year. The subscription can be cancelled after two purchases of the study, but not later than at the 31.12. of the year in which the last study has been received. Price changes must be announced by Interconnection at least two months before the issue of a new study. In case of not-cancellation the subscription extends for a further year automatically.

Price includes an interactive PDF in electronic form. All prices shown excludes sales tax.

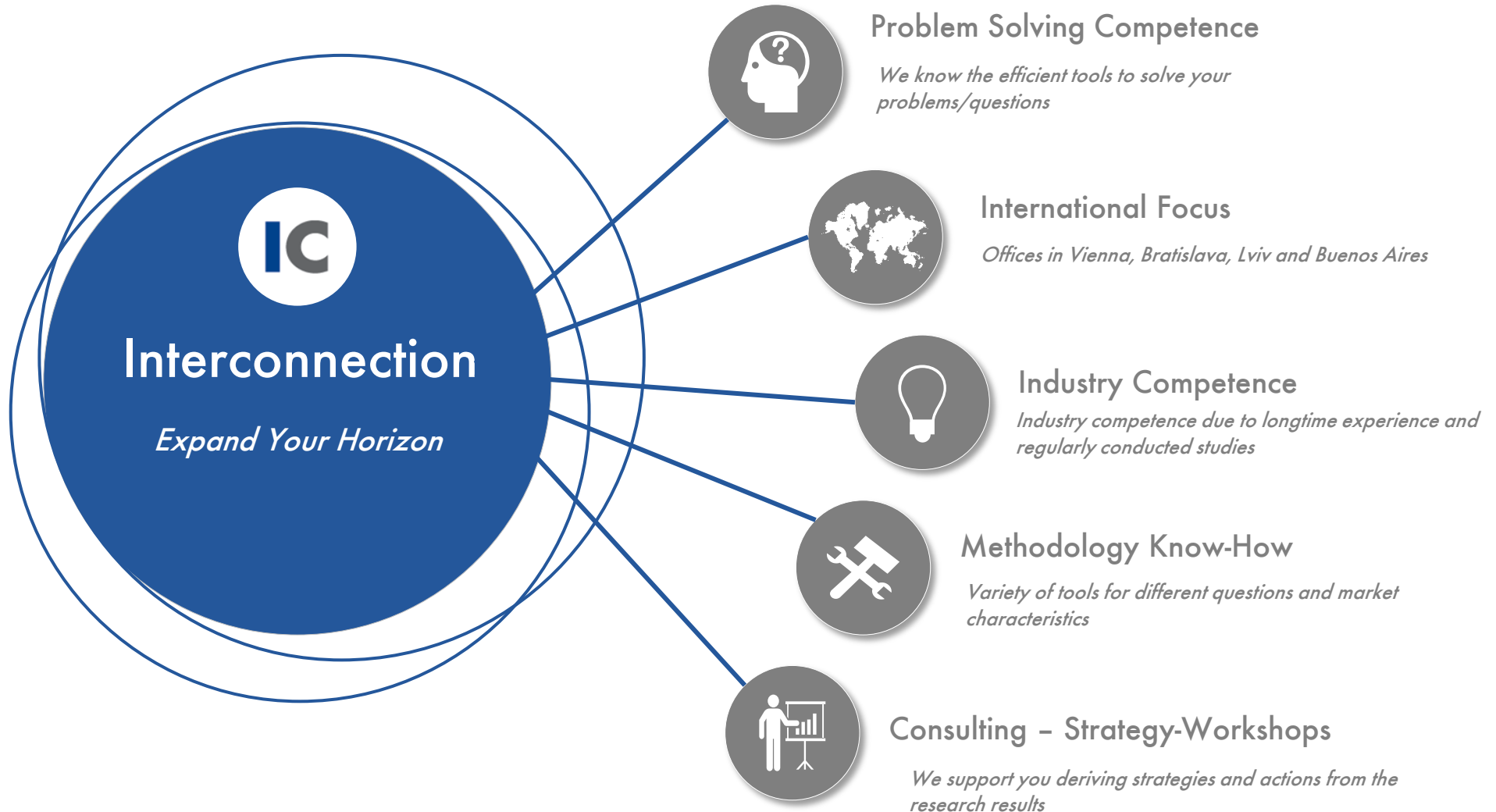
"IC is a permanent partner of ours and provides helpful data for decisions."

Herr Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe



Interconnection Provides Data for Corporate Decisions



Our Market-Intelligence Tools



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

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