



IC Market Tracking® Pipes & Chambers in Europe 2021

- Germany
- Romania

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated



defining growth potential since 1998

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 2017 – 2020 for the total market development as well as
 - Product Groups
 - Customer Segments
 - Distribution Channels
 - Business Segments
- Forecasts from 2021 – 2024 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 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 Deliverable



ONLINE-COCKPITS

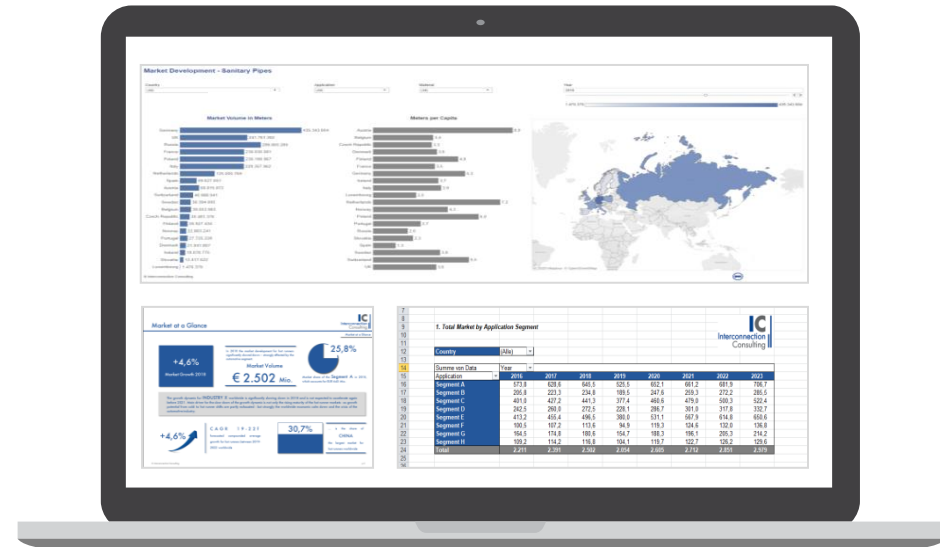
- Online Dashboard-Tool including all data of the report enabling your individual and specific analysis
- User-friendly and intuitive operation of the dashboards
- Online access to the dashboards with all devices (PC, Laptops, Smartphone, Tablet, ...) everywhere, every time
- Download and extract of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

EXECUTIVE REPORTS

- Executive report including key facts of the report and background information about forecasts and trends
- Infographics summarizing the market and providing regional comparisons and contrasts already integrated within Tableau

RAW DATA -TABLES

- Downloadable tables from MIS as xls. cvs. jpg. or other formats for your own integration
 - Graphs
 - Raw Data



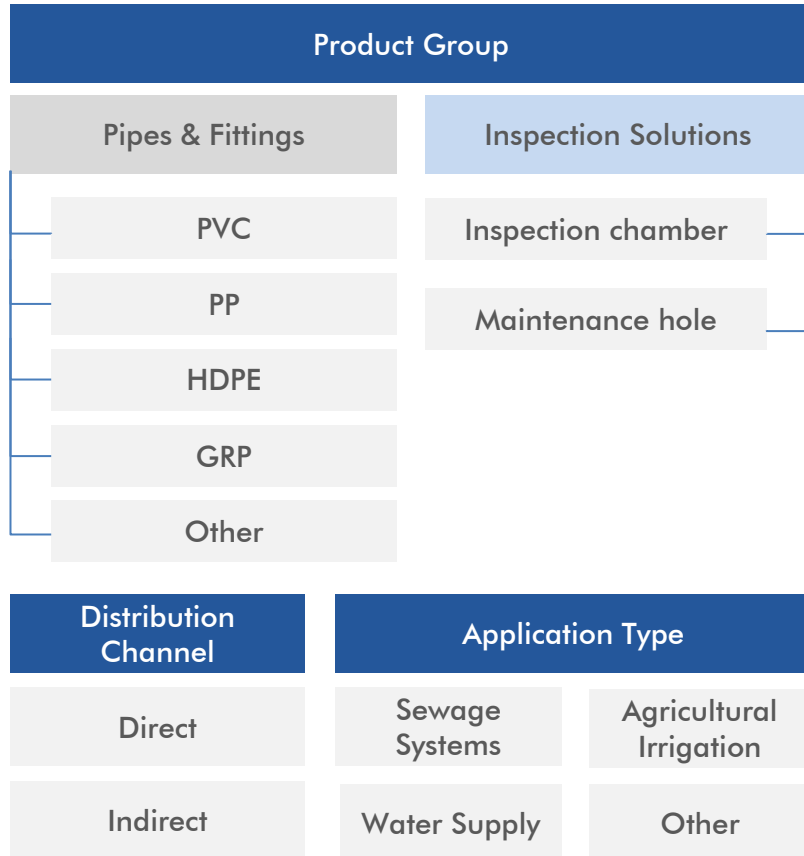
Market Intelligence Tool and Reports



Online Dashboards

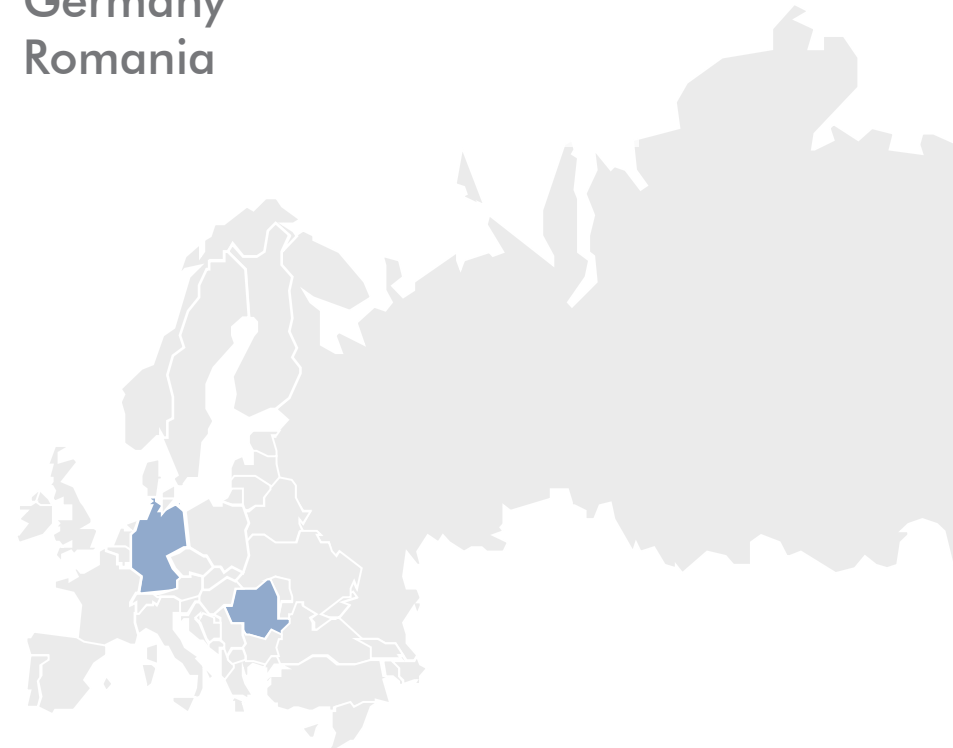
Executive Reports

Market Report Structure



Available Countries

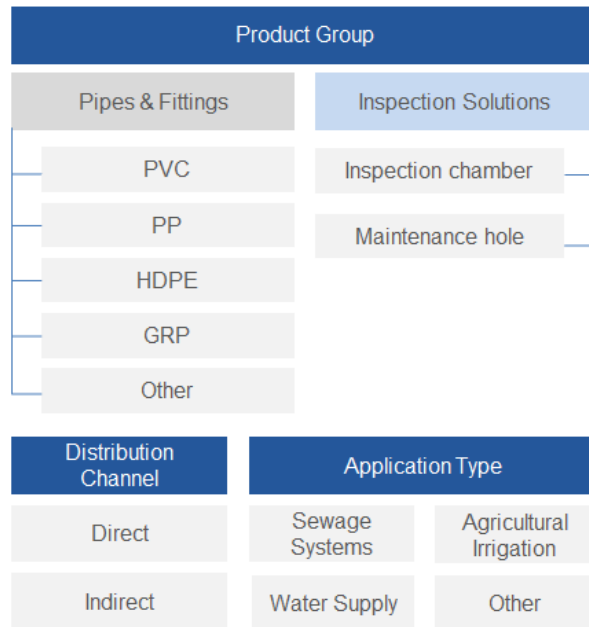
- Germany
- Romania



For the total market and product groups, application types and distribution channels market shares as a development for the past three years and forecasts for the next three years are available in the report.

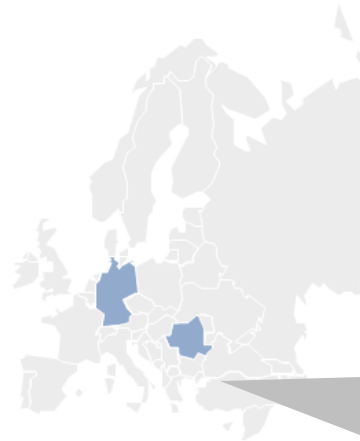
Market Structure - Interpretation

Market Report Structure



Available Countries

- Germany
- Romania



- Market data is available for each country separately as well as aggregated for the country package purchased.
- Each country report includes data for product groups, business segments, customer segments and distribution channels separately as well as aggregated for the total market of pipes and chambers in terms of quantity.
- Additionally, data for product groups are presented in terms of value as well.

Product Groups

1 Pipes & Fittings

The data is presented in Terms of Value and Quantity (in meters).

PVC

PVC stands for polyvinyl chloride. The product groups also includes uPVC.

PP

PP is a thermoplastic polymer made from polypropylene.

HDPE

It is a type of flexible plastic pipe used for fluid and gas transfer. Made from the thermoplastic HDPE (high-density polyethylene), suitable for high pressure pipelines.

Other

Pipes made of steel, copper, cast iron or lead, concrete pipes.

2 Inspection Solutions

The data is presented in Terms of Quantity (in units) and Value.

Inspection chamber

Is an access point to an underground utility network, such as a drainage system.

Maintenance hole

Manholes are often used as an access point for an underground public utility, allowing inspection, maintenance, and system upgrades. The majority of underground services have manholes, including water, sewers, telephone, electricity, storm drains, district heating, and gas.

Turnover is stated in Mio. Euro.

Turnover values are always net-turnover values (not list-prices), including rebates.

Quantity in meters for pipes and in units for inspection solutions

For every market segment analysed the overall market during the previous three years and additionally make a forecast for the next 3 years.

Average prices for pipes (per meter) are based on the following measurements:

1)Diameter:

- < 300 mm
- 301 – 500 mm
- > 500 mm

Material type (types are stated in a structure page)

Product type:

- Pressure pipes
- Non-Pressure pipes

Distribution	The data is presented in Terms of Quantity.
Direct	Sales direct to the end user (e.g. to construction, industrial sites).
Indirect	Through Specialized suppliers, wholesalers.
Application Type	The data is presented in Terms of Quantity.
Sewage Sysytems	A pipe used to carry waste matter e.g. dirty water from homes and factories.
Water Supply	A pipe that carries pressurized and treated fresh water to buildings.
Agricultural Irrigation	Widely used for agriculture applications in the field of irrigation.
Other	Cable protection pipes, gas pipes.
Abbreviations	
CAGR	Compound Annual Growth Rate over the period 2020 – 2024f
Avg. Share	Average Share over the period 2020 – 2024f
2020e/2024f	Estimated/Forecasted

For the total market and product groups, application types and distribution channels market shares as a development for the past three years and forecasts for the next three years are available in the report.

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

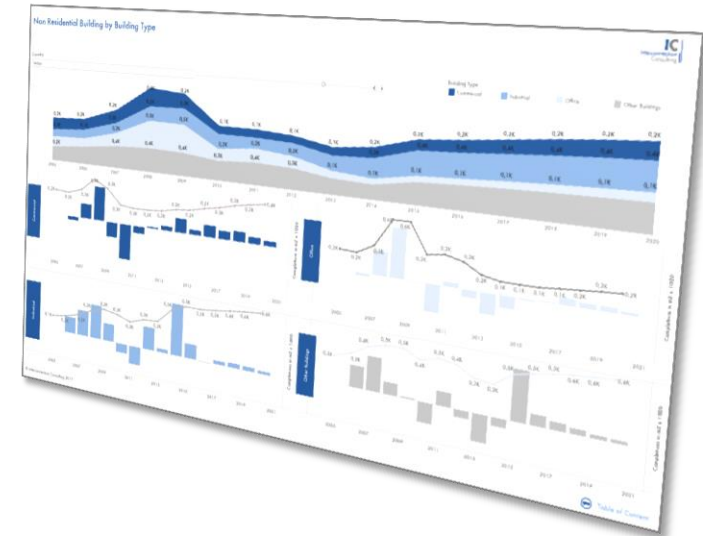
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

Interactive
Dashboards

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

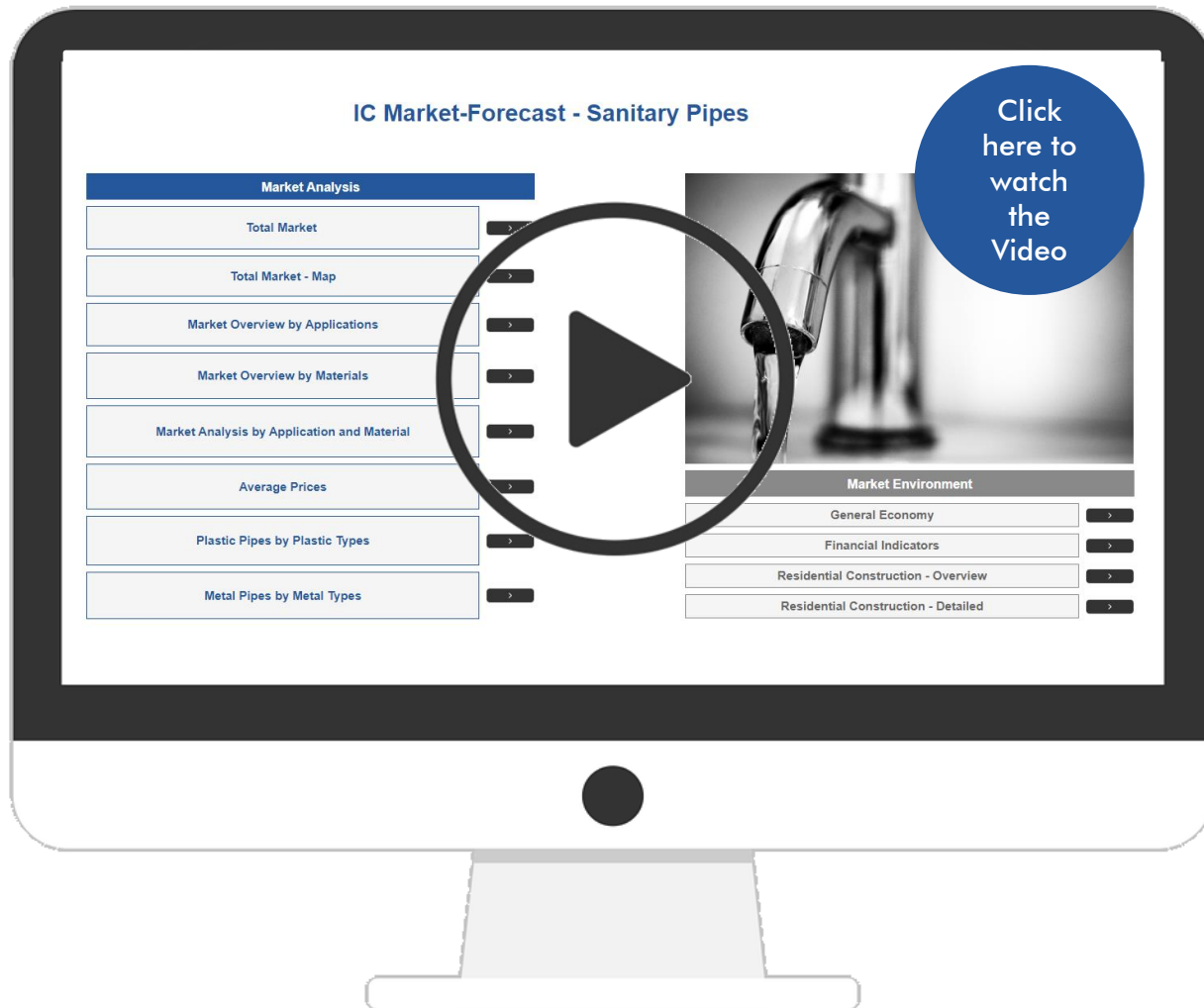
Easy online
accessibility

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

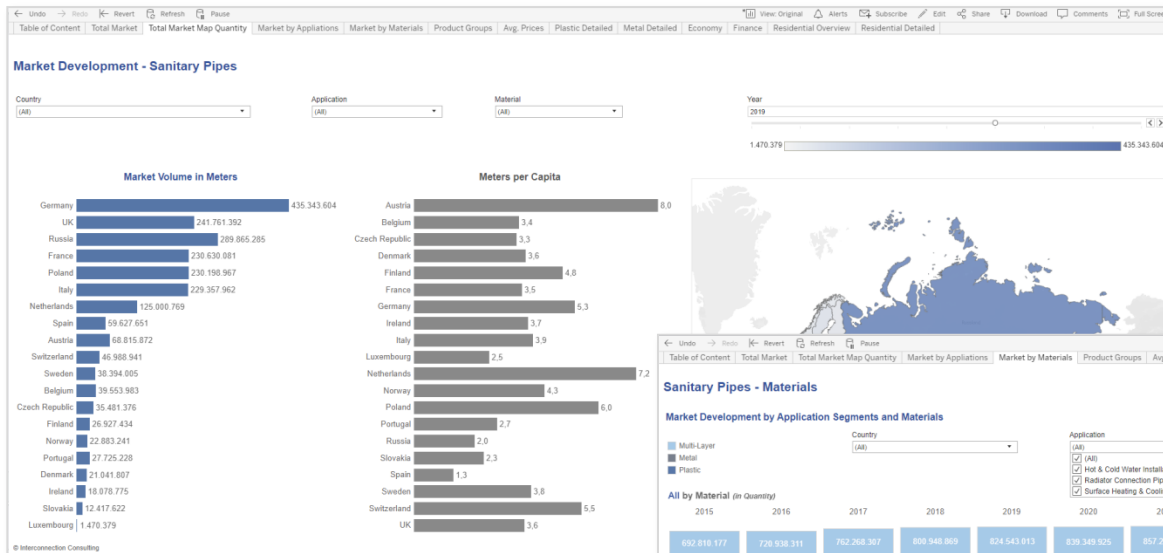


Usability of the Market Intelligence Tool

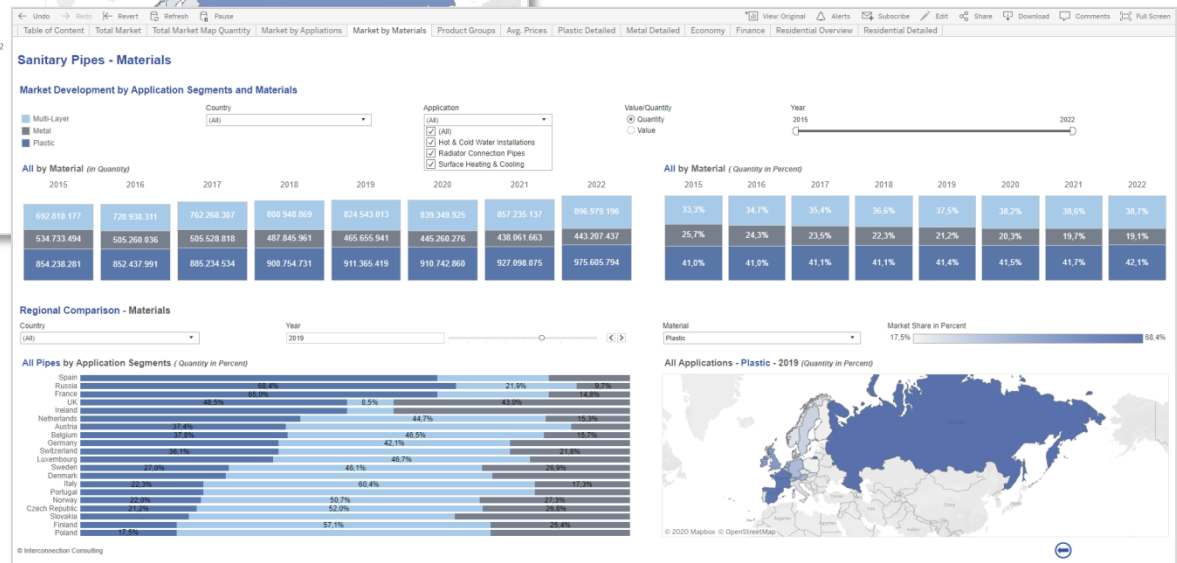
Let's Put it in a Video...



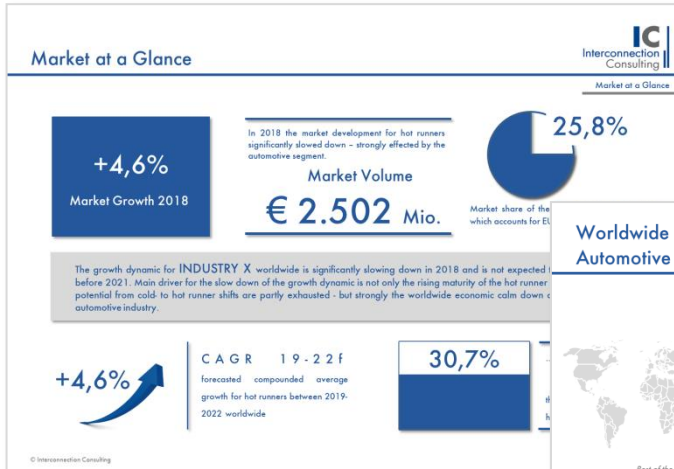
Sample Cockpits for Market Analysis Data



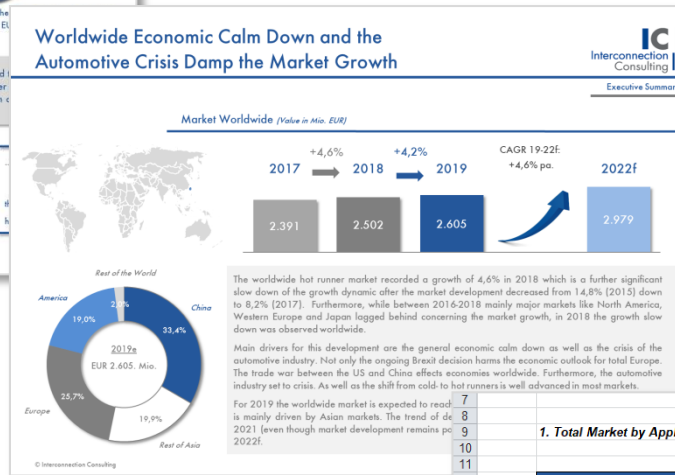
This chart contains fictive data



Additional Deliverables Executive Summary and Pivot-Tables



Executive Summary as PDF (fictive data)



Executive Summary as PDF (fictive data)

1. Total Market by Application Segment

Country: (Alle)

Application	2016	2017	2018	2019	2020	2021	2022	2023
Segment A	573.8	628.6	645.5	525.5	652.1	661.2	681.9	706.7
Segment B	205.8	223.3	234.8	189.5	247.6	259.3	272.2	285.5
Segment C	401.0	427.2	441.3	377.4	460.6	479.0	500.3	522.4
Segment D	242.5	260.0	272.5	228.1	286.7	301.0	317.8	332.7
Segment E	413.2	455.4	496.5	380.0	531.1	567.9	614.8	650.6
Segment F	100.5	107.2	113.6	94.9	119.3	124.6	132.0	136.8
Segment G	164.5	174.8	180.6	154.7	188.3	196.1	205.3	214.2
Segment H	109.2	114.2	116.8	104.1	119.7	122.7	126.2	129.6
Total	2.211	2.391	2.502	2.054	2.605	2.712	2.851	2.979

Pivot-Table including all raw data as MS-Excel file (fictive data)

Investment Plan for Your Market Research

IC Market Tracking® Pipes and Chambers 2021

Prices & Conditions

Subscription*

2 Countries of Your Choice

€ 3.950,-

All Countries

€ 5.950,-



Available Countries

• Germany • Romania

- **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.
- The price includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of an subscription.
- In case of purchase exceeding € 5.000,- (net), the price of Tableau cockpit (Software for Online Dashboards) is included as well as for any subscription order exceeding 2 countries or regions. For all other options, license costs for Tableau cockpits are € 500,- per license per year.

Selected References

„IC is a constant tutor in the evaluation of markets and offers a helpful decision basis.“

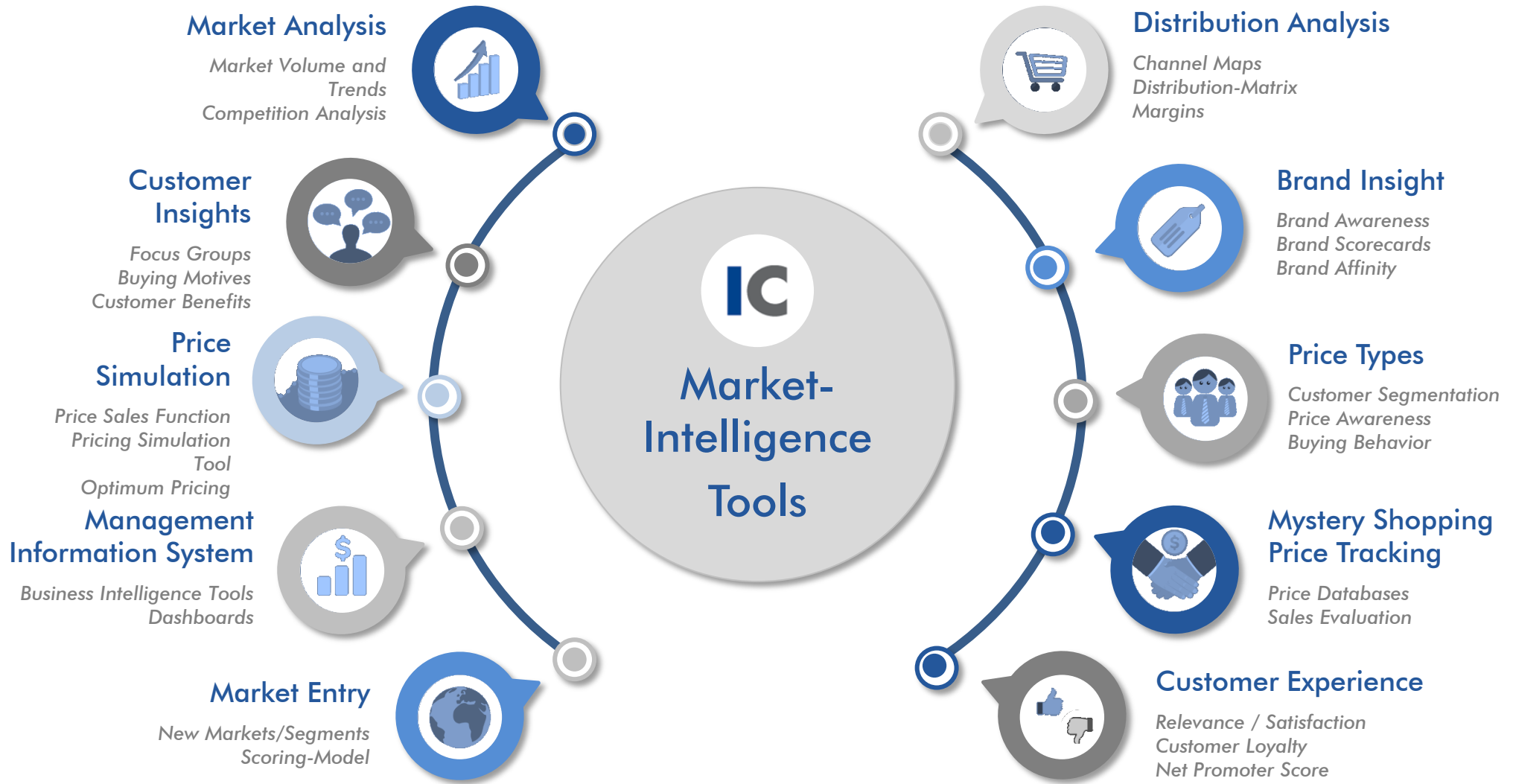
Mr. Bernd Blümmers
General Manager, Saint-Gobain Solar Systems Central Europe



Interconnection Provides Data for Corporate Decisions



Our Market-Intelligence Tools



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

Interconnection Consulting

Dostojevskeho Rad 11, SK- 811 09
Bratislava

Olivia Blanchard – Market Analyst

Tel: +43 1 585 462 350

Fax: +43 1 585 462 33

blanchard@interconnectionconsulting.com

Jan Hudak – Managing Director

Tel: +43 1 585 46 23 10

Fax: +43 1 585 46 23 30

hudak@interconnectionconsulting.com

Interconnection Consulting
Vienna • Oberstdorf • Lviv • Bratislava • Buenos Aires

www.interconnectionconsulting.com



we show you the way

Yes, we would like to order the IC Market Tracking® Pipes & Chambers 2021

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

Please choose from the available countries

Germany

Romania

1 Country*EUR 3.950.-

All countries*EUR 5.950.-

	Single Issue	Subscription*
25% price advantage		✓
IC Cockpit - Online Dashboard Solution	✓	✓
Full Flexibility - Within the sum of the subscription available country reports can be changed without any additional costs		✓
Web-Conference with the analyst free of charge		✓

Billing Address:
(please fill in the data completely)

Delivery Address:
(necessary if different from the billing address)

Company: _____

Company: _____

Name: _____

Name: _____

Address: _____

Address: _____

Post Code/Zip: _____

Post Code/Zip: _____

Country: _____

Country: _____

VAT identification number: _____

E-Mail: _____

E-Mail: _____

Date	Name	Signature
------	------	-----------

***Subscription:**

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. 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 includes access to an online dashboard for 12 months in case of single issue or for the duration of the subscription in case of a subscription.

General Terms of Business

Payable on receipt of invoice without discount.

Any disputes arising will be settled before a competent court of law in Vienna. We apply Austrian law.

The report purchased is based on a specific methodology, which description is available for the customer on request and which fulfillment is the basis of this contract.

We claim copyright protection for the work. Distribution to third parties, duplication, publication or revision, even in part, is not permitted. In case of violation the company or persons placing the order agrees to pay a contract penalty of one hundred thousand Euros in each case.

All prices shown exclude sales tax.

Interconnection reserves the right to use the clients' logo as reference until written revocation.