



IC Market Tracking®
Sandwich Panels in
Europe 2023

www.interconnectionconsulting.com

Company Profiles



Interactive Dashboards



Market Drivers



automatically updated

More than just a report – A TOOL FOR SUCCESS!

defining growth potential since 1998

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 2019 – 2022 for the total market development as well as
 - Product Groups
 - Building Types
 - Business Segments
 - Insulation Thickness
 - Application Areas
- Forecasts from 2023 – 2026 for the total market as well as each analyzed product group and segment
- Annual updates of the data

COMPETITION ANALYSIS

- Market shares of the top players for 2022/2021
 - 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

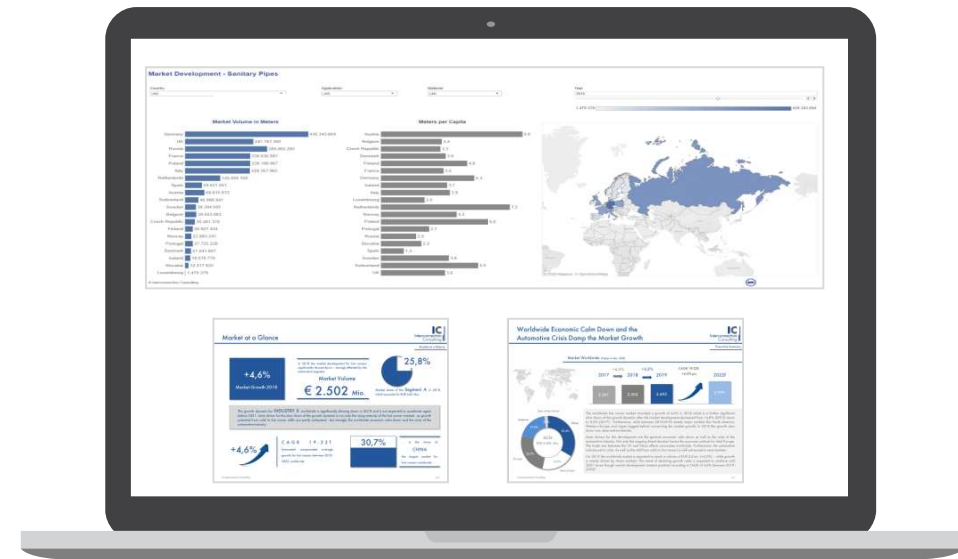


ONLINE-COCKPITS

- 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

- 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

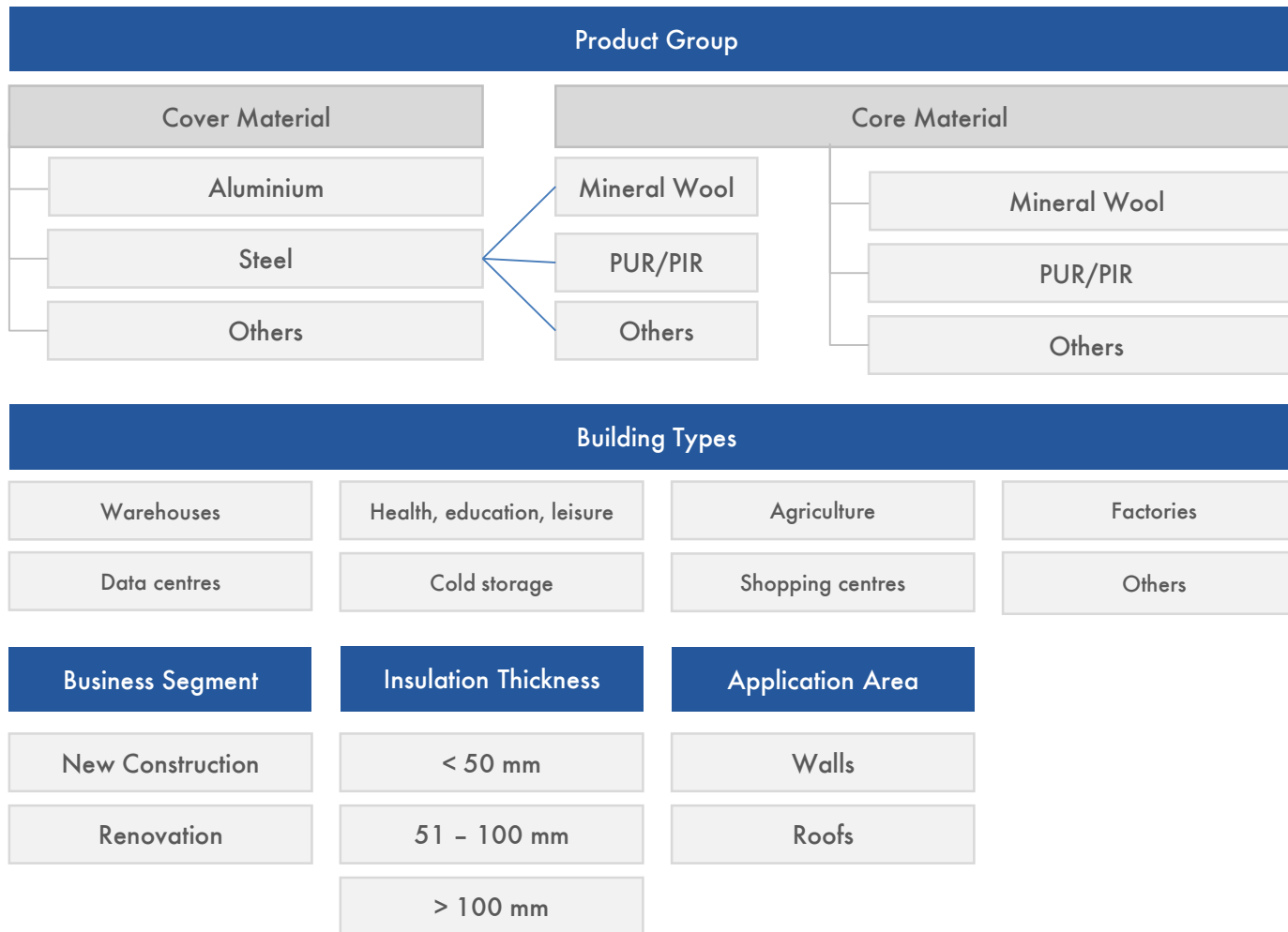


Online Dashboards

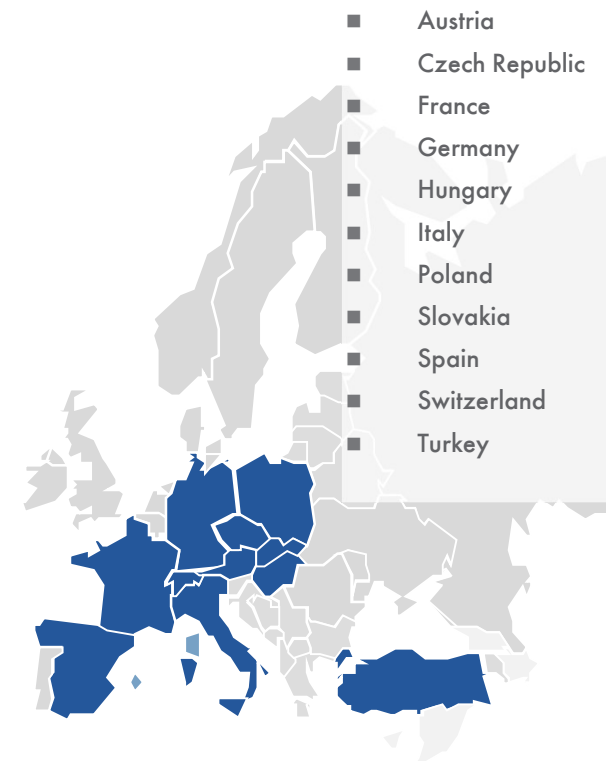
IC Market Tracking®

Sandwich Panels in Europe 2023

Market Report Structure

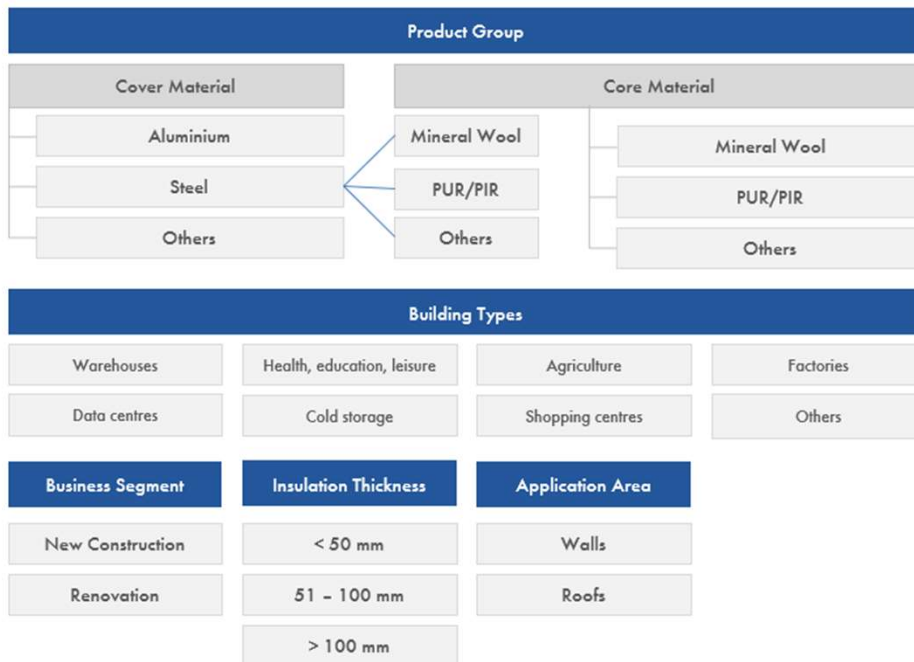


Available Countries



Market Structure - Interpretation

Market Report Structure



Available Countries



- 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, building types, business segments, insulation thickness and application areas separately as well as aggregated for the total market of sandwich panels in terms of value and quantity.
- Product groups are further broken down by cover material and core material.

Definitions and Demarcation

Cover Material	Turnover is stated in Mio. Euro. Values are always Net-Turnovers (No List-Prices), discounts included; Quantity in 1.000 m ²
Steel	Sandwich panels with cover sheets made of steel
Aluminium	Sandwich panels with cover sheets made of aluminium
Other	Sandwich panels with cover sheets made of other materials, e.g. wood
Core Material	
Mineral Wool	Panels with a main content of insulation material made from molten mineral or rock materials
PUR/PIR	Panels with a main content of synthetic insulation materials, such as polyurethane rigid foam or polyisocyanurate
Other	Panels with a main content of other insulation materials, such as EPS (expanded polystyrene)
Insulation thickness	
< 50 mm	Sandwich panels with an insulation thickness of under 50 mm, including the cover
51 mm - 100 mm	Sandwich panels with an insulation thickness between 51 and 100 mm (incl.), including the cover
> 100 mm	Sandwich panels with an insulation thickness more than 100 mm, including the cover



Not included: Curtained Ventilated Facades, EIFS (Exterior Insulation and Finishing System), Conventional Facades

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

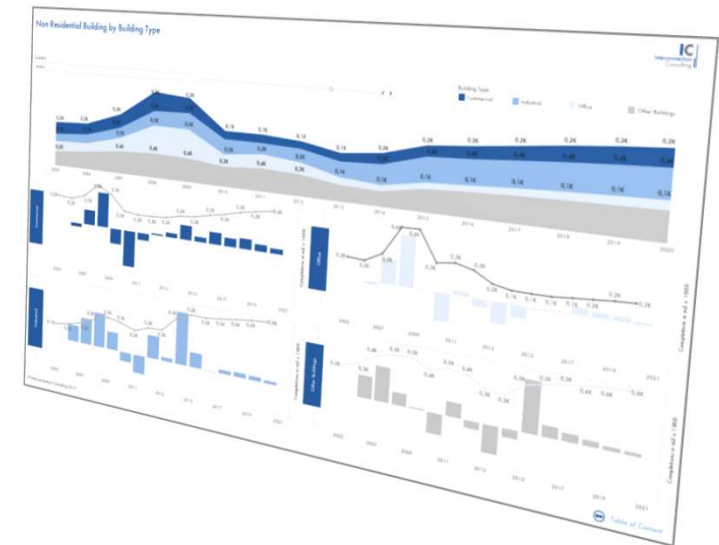
- Complex correlations are visualized in the form of geo-, tree maps, bars etc.

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

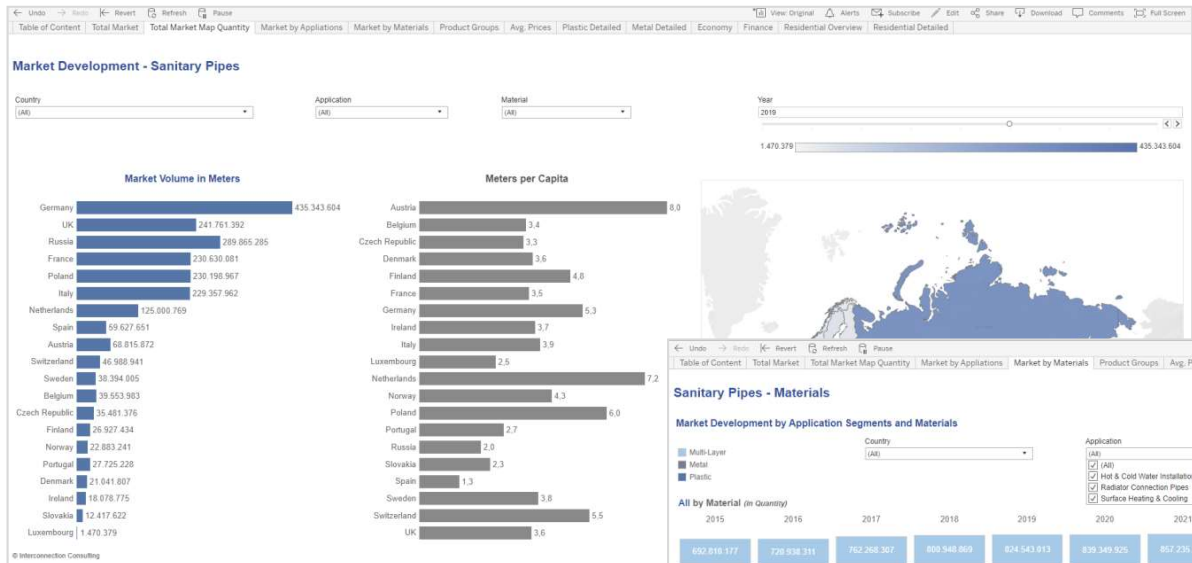


Usability of the Market Intelligence Tool

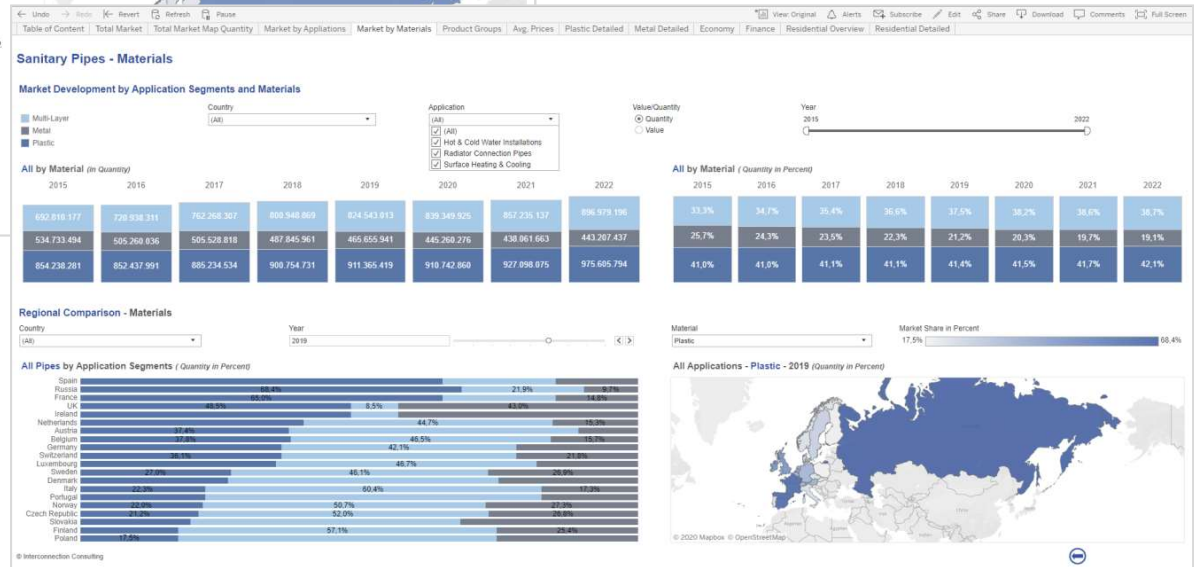
Let's Put it in a Video...



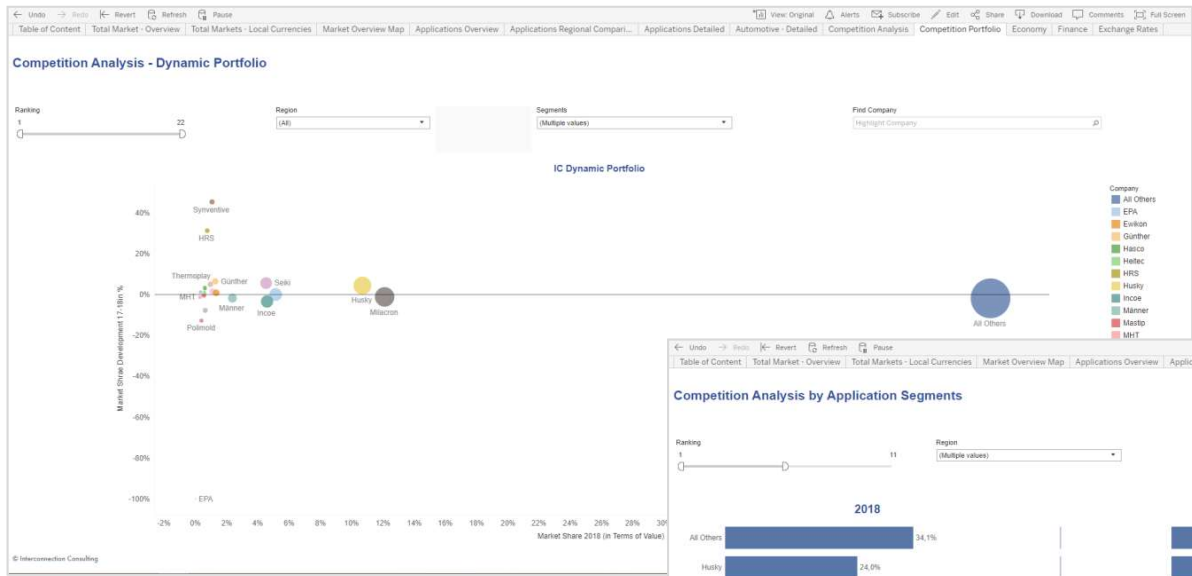
Sample Cockpits for Market Analysis Data



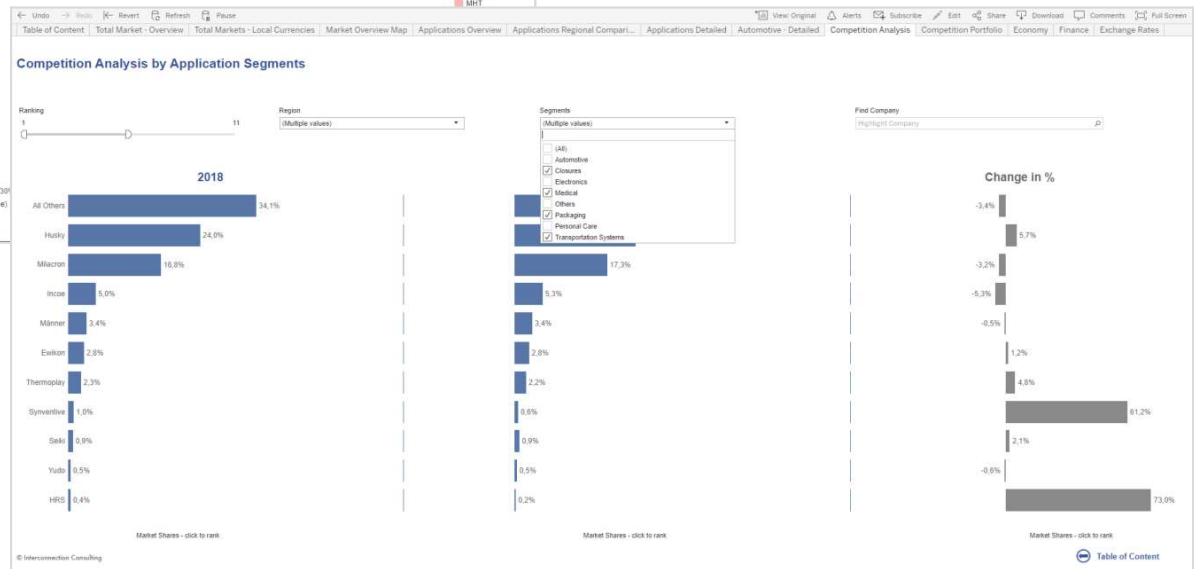
This chart contains fictive data



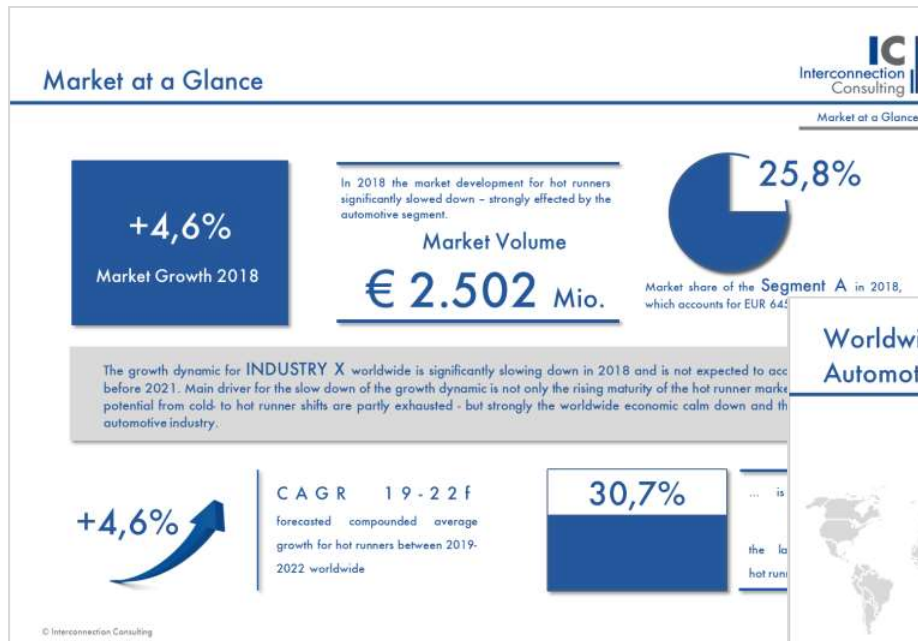
Sample Cockpits for Competition Data



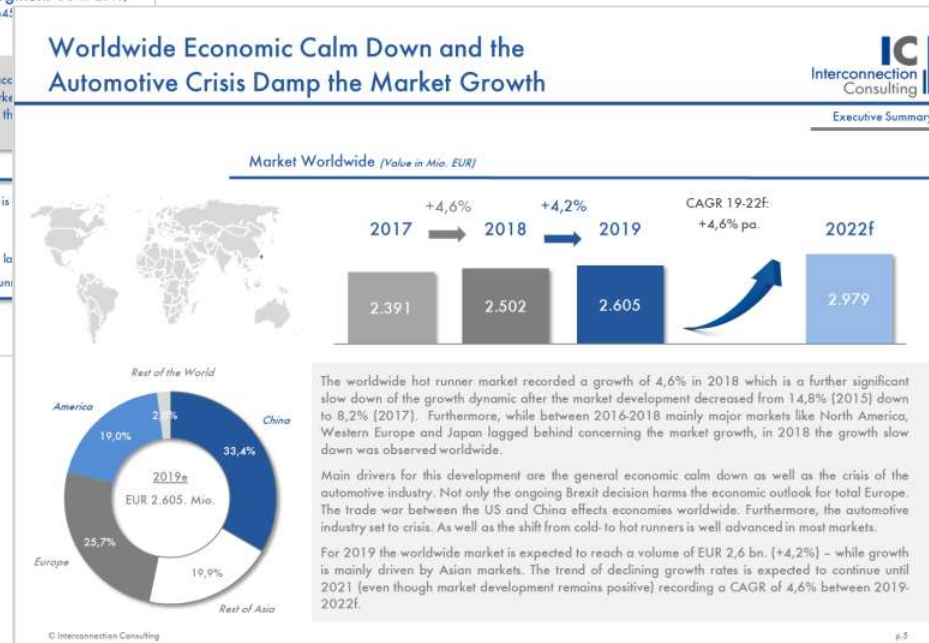
This chart contains fictive data



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® Sandwich Panels in Europe 2023

Prices & Conditions

	Subscription*
1 Country of Your Choice	€ 3.999,-
3 Countries of Your Choice	€ 9.499,-
6 Countries of Your Choice	€ 15.999,-
All Countries	€ 26.999,-



Available Countries

- Austria
- Czech Republic
- France
- Germany
- Hungary
- Italy
- Poland
- Slovakia
- Spain
- Switzerland
- Turkey

Subscription:

- The price is the individual price for each edition, at least two orders of the study (order year and the following year). Price changes for the next edition must be announced by Interconnection Consulting 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.
- 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

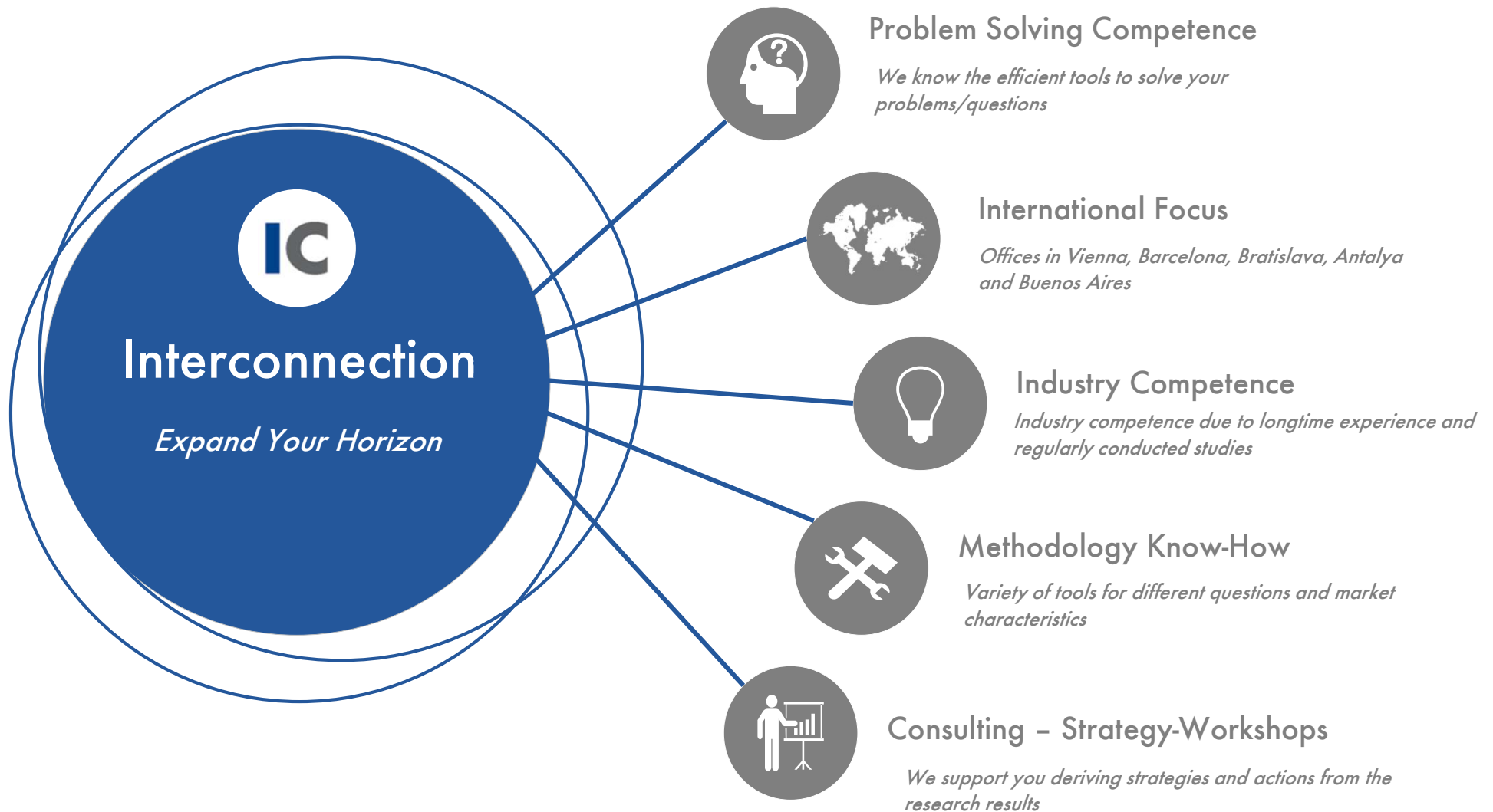
"IC is a permanent partner of ours and provides helpful data for decisions."

Herr Bernd Blümmers

General Manager, Saint-Gobain Solar Systems Central Europe



Interconnection Provides Data for Corporate Decisions



Our Market-Intelligence Tools



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

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Defining Growth
Potential Since 1998