

VIP Market Report

Objective:

To have a more accurate view on the current size of the VIP market in Europe and Asia.

General scope:

Current market size of VIPs split per application (buildings & construction, appliances, transport & packaging), per core material (fumed silica and glass fiber) and per film (aluminium-metallised; aluminium; and stainless steel).

Geographic scope: 1 figure for

- European Union + EFTA + Turkey
- China
- Japan
- South Korea

Financing:

VIPA International budget

Methodology

- USP market intelligence and research
- USP to conduct interviews and questionnaires with suppliers and manufacturers
- Both VIPA members and non-VIPA members will be invited to contribute to the study
- All information provided to USP will be subject to a non-disclosure agreement with USP
- The final report will only include **aggregated data** (e.g. m² VIPs sold in Europe) and will be **reviewed by legal counsel**

Distribution & publication

- All rights will belong to VIPA International
- 1 page executive summary will be made available on the website
- An extended summary will be shared with non-member companies that contribute to the study
- VIPA members that contribute with data will have access to the full report
- VIPA members that do not contribute with anything will have access to the 1 page executive summary
- Upon Board's decision, VIPA can present part of the results at events or in meetings with decision-makers

Questions to be asked to SUPPLIERS

All questions will be split by **region** and **application**.

1. Sold film to VIP producers in square meters (m²) and with a split per application (if possible):
 - aluminium-metallised high barrier plastic laminates
 - aluminium composite films
 - stainless steel films or sheets
2. Sold core material to VIP producers in cubic meters (tonnage) with a split per application (if possible):
 - Fumed silica

- Glass fiber
- 3. Estimated market share (VIP-related business only) of your own company
- 4. Estimation of the top 3 VIP producers including estimated market share and turnover
- 5. What are the different requirements for the type of film / core material per application area?
- 6. Do different applications require different raw materials?
- 7. View on prospects and market growth. What are the main enablers and barriers to the development of VIP technology

Questions to be asked to PRODUCERS

All questions will be split by **region** and **application**

1. Square meters (m²) of VIP's sold
2. Turnover of VIP's sold
3. Average thickness of VIPs sold
4. Film purchased from suppliers in square meters (m²) split by:
 - aluminium-metallised high barrier plastic laminates
 - aluminium composite films
 - stainless steel films or sheets
5. Core material purchased from suppliers in cubic meters (tonnage) split by:
 - Fumed silica
 - Glass fiber
6. Estimated market share own company
7. Estimation top 3 VIP producers including estimated market share and turnover
8. What are the different requirements for the type of film / core material per application area?
9. Do different applications require different raw materials?
10. View on prospects and market growth. What are the main enablers and barriers to the development of VIP technology