

Interconnection Vienna | Bratislava | Lviv | Buenos Aires | Oberstdorf



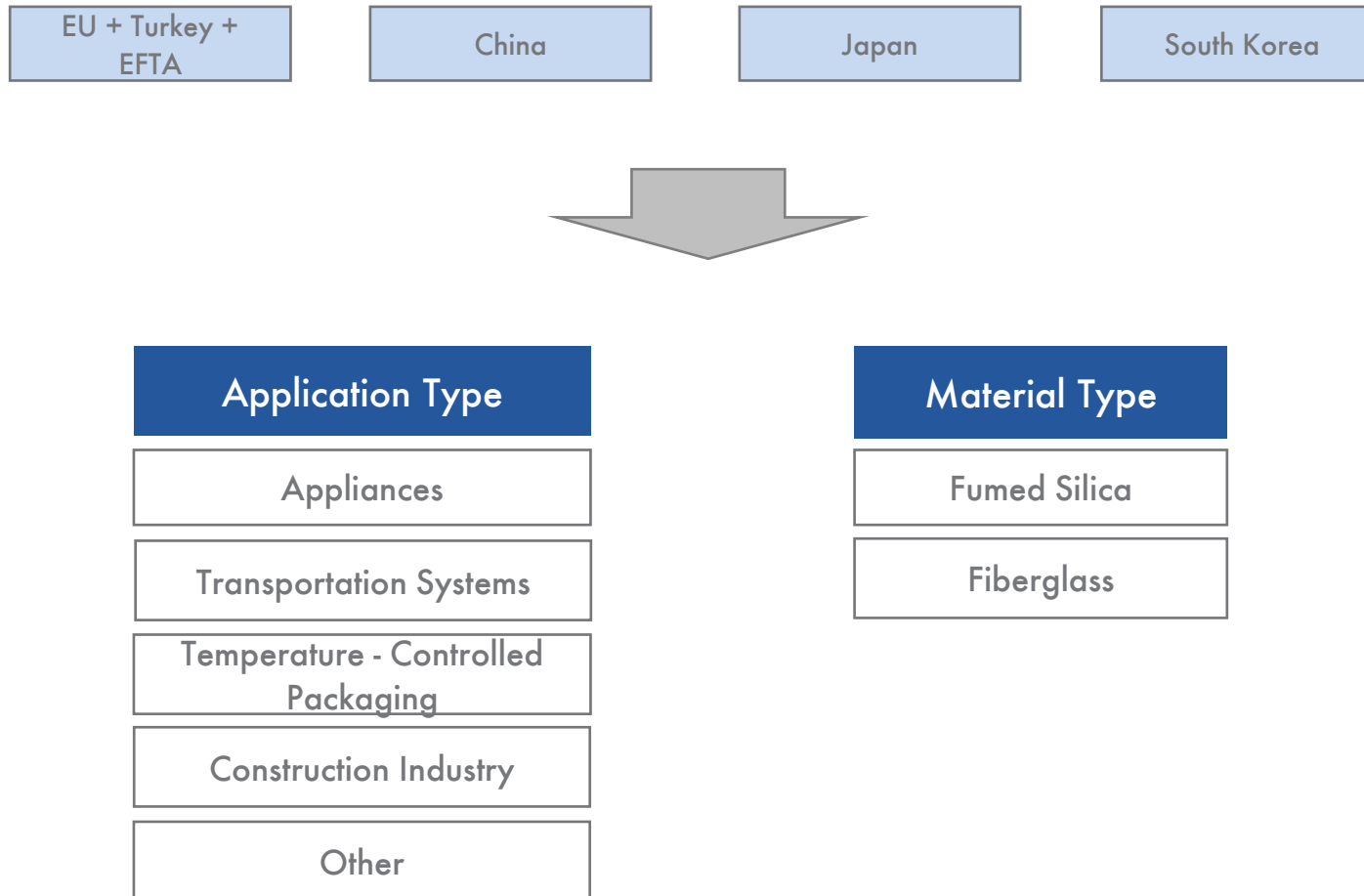
www.interconnectionconsulting.com

IC Market Forecast[®] Vacuum Insulation Panels 2017

Your Benefits at a Glance

- ✓ Overview of the development of the **total market** and **individual segments**.
- ✓ **Market Forecast** for all product segments for the upcoming three years, based on our econometric models and with respect to:
 - Total Market
 - Regional Markets
 - Application Types
 - Material Types
- ✓ Information about the most important **Factors of Influence**.
- ✓ Graphic Presentation of the results facilitates the development of your own strategies.
- ✓ Pivot (excel tables) for all the mentioned segments suitable for interactive research.





Application Type

Appliances

Refrigerators, Freezers and other appliances.

Transportation Systems

Refrigerated trucks and transportation systems.

Temperature-controlled
packaging

Temperature-controlled packaging for medical and pharmaceutical industries.

Construction Industry

Buildings, including roofs, floors, facades and walls.

Other

Automotive and vehicle applications, including trains, ships and airplanes.

Material Types

Fumed Silica

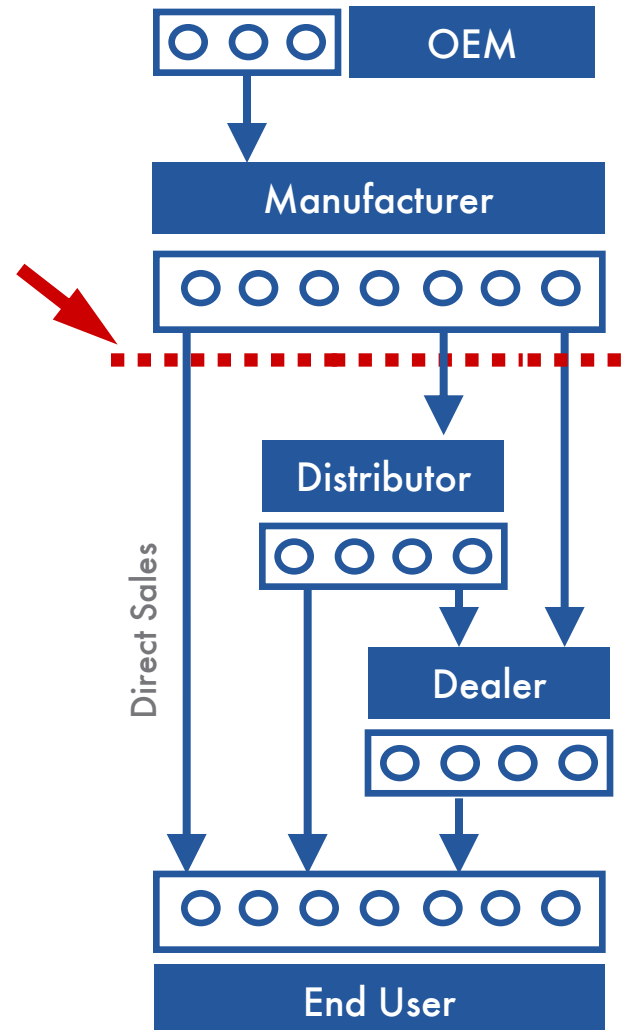
Also known as pyrogenic silica because it is produced in a flame, consists of microscopic droplets of amorphous silica fused into branched, chainlike, three-dimensional secondary particles which then agglomerate into tertiary particles.

Fiberglass

Fiberglass (also called fibreglass and glass fibre) is material made from extremely fine fibres of glass. It is used as a reinforcing material.

Interconnection measures the total sales at street prices without VAT per branch to the first buyer (without OEM)

Sales are segmented by the first distribution partner.



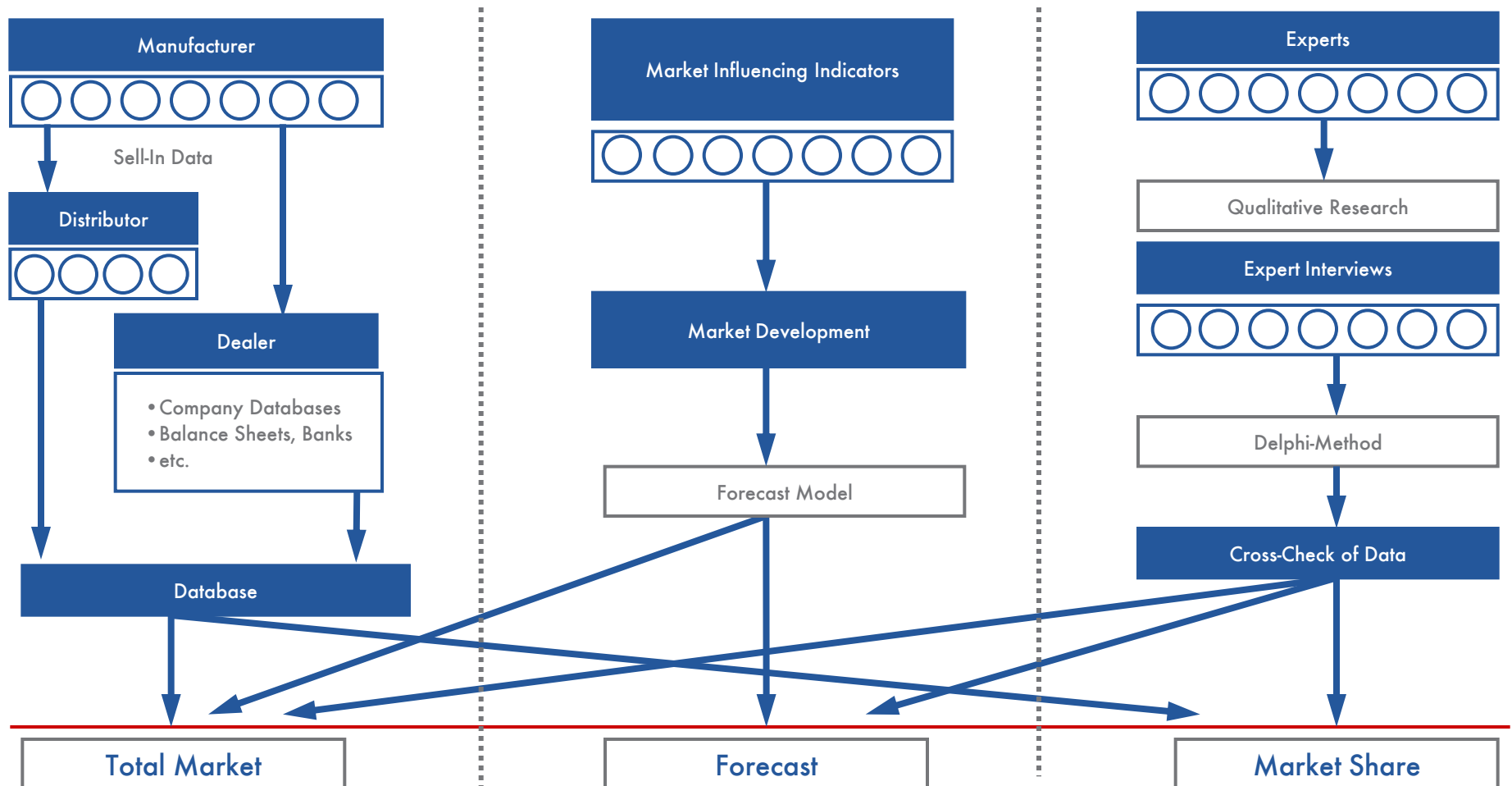
The basis for the analysis were interviews conducted with the most important manufacturers of the branches, who donated information through written questionnaires or telephone interviews. In return, cooperating companies receive parts for free, which guarantees a high rate of return.

Interviews with distributors and specialised dealers act as a cross-check of the data. In addition, investigations of listings and average prices are carried out.

Base of Primary Research by Manufacturers & Experts

Description Structure of Survey Methodology

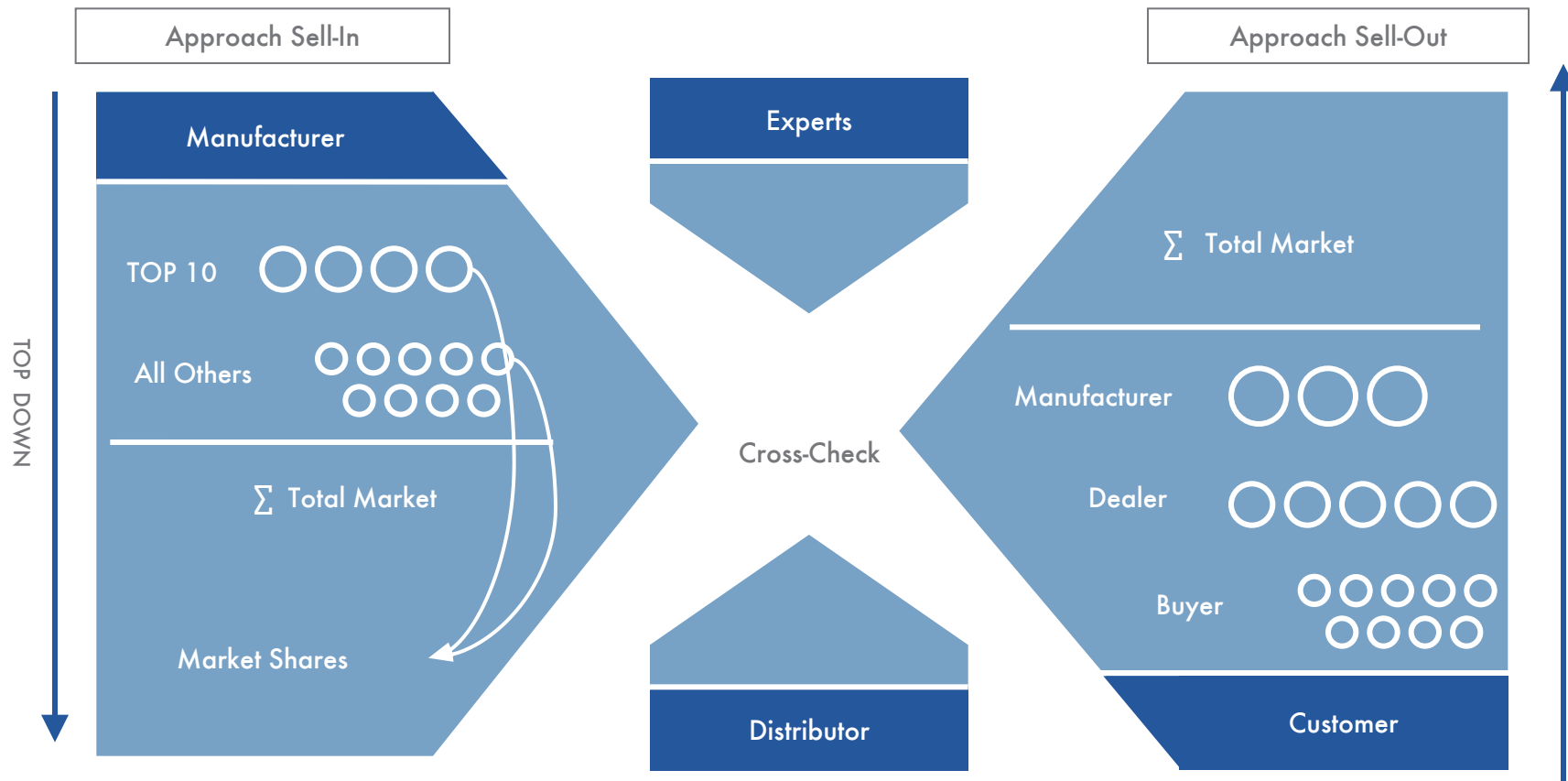
Methodology



Data of Manufacturers Aligned with Market Calculation

Description Structure of Survey Methodology

Methodology



Contents of the IC Market Forecast® Vacuum Insulation Panels 2017

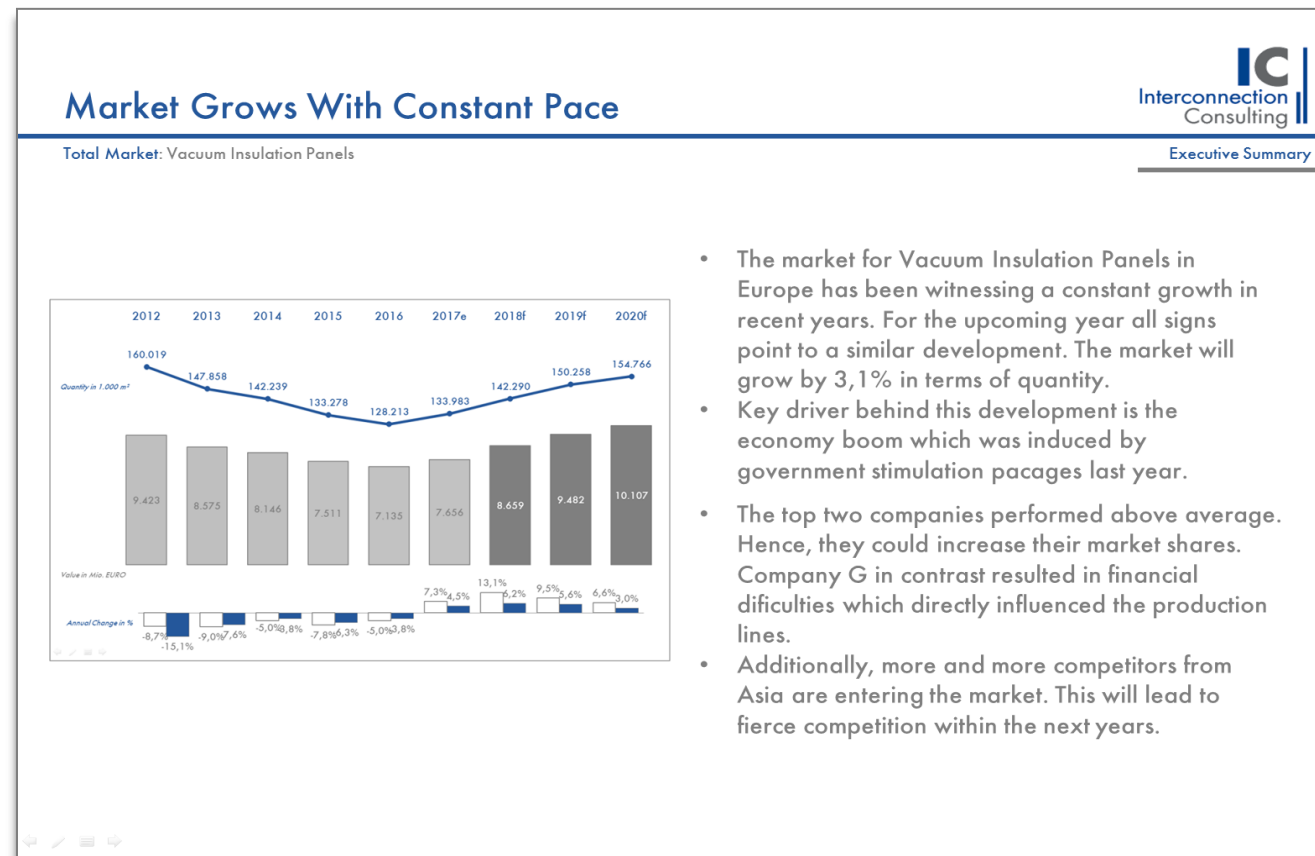
The IC Market Forecast® is modularly built and consists of the following sections:

Contents

- The **Introduction** shows definition and demarcation of product groups, regions, and methodology as well as the objectives of the study.
- The **Executive Summary** gives a short overview of the results of the study and analyses key facts.
- As an introduction key factors influencing the market are analysed in the **Economic Environment**: You will find the most important data on main economic indicators, etc.
- The **Total Market Analysis** shows the development of the market surveyed by value and quantity in different dimensions, such as regions, product groups, and ways of distribution. A forecast for the next years is an essential part of this analysis.

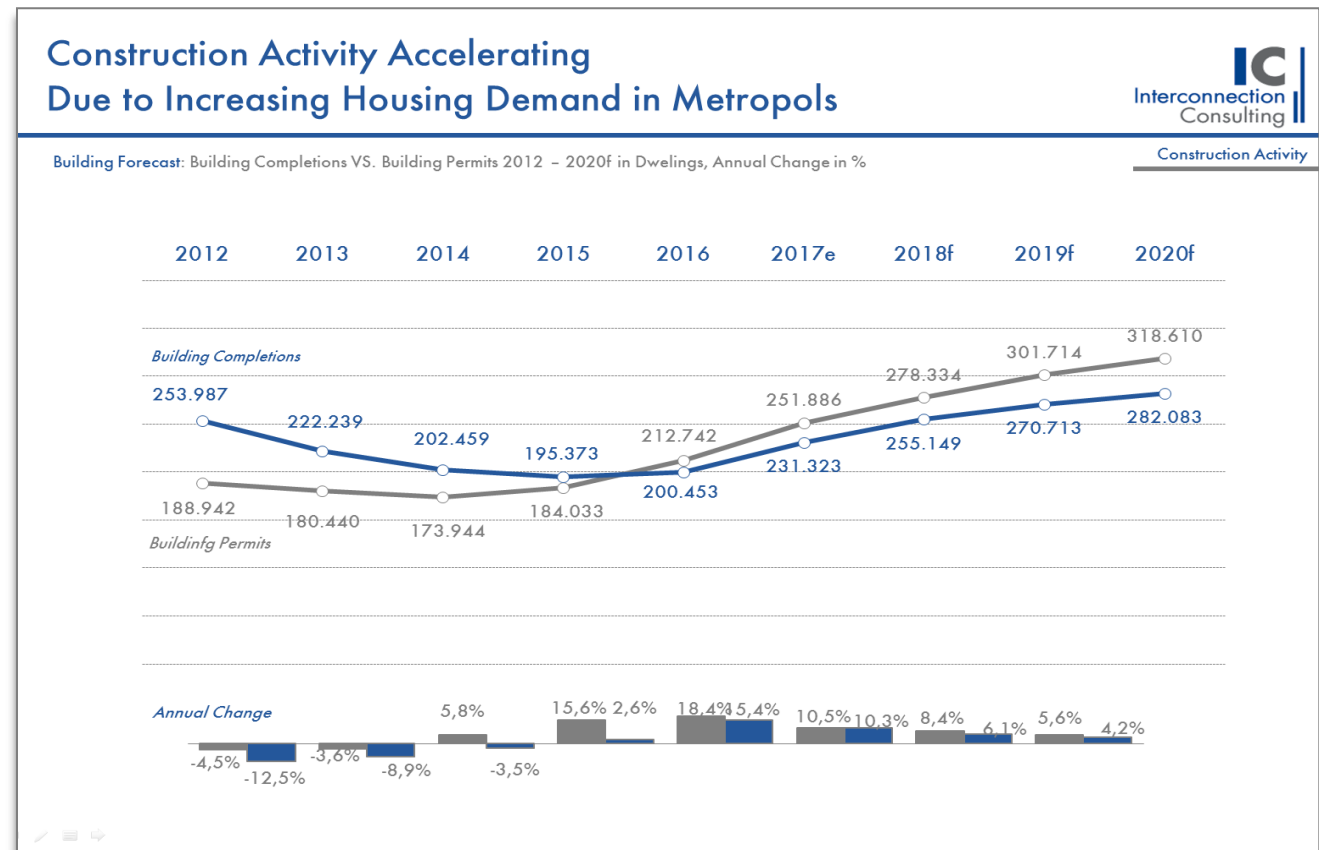
Market at a Glance – the Executive Summary

- *The study starts with giving all relevant information in a precise manner*
- *The IC-Opportunity Index shows the market potential of a given country in comparison to all other markets*
- *This chart shows dummy figures*



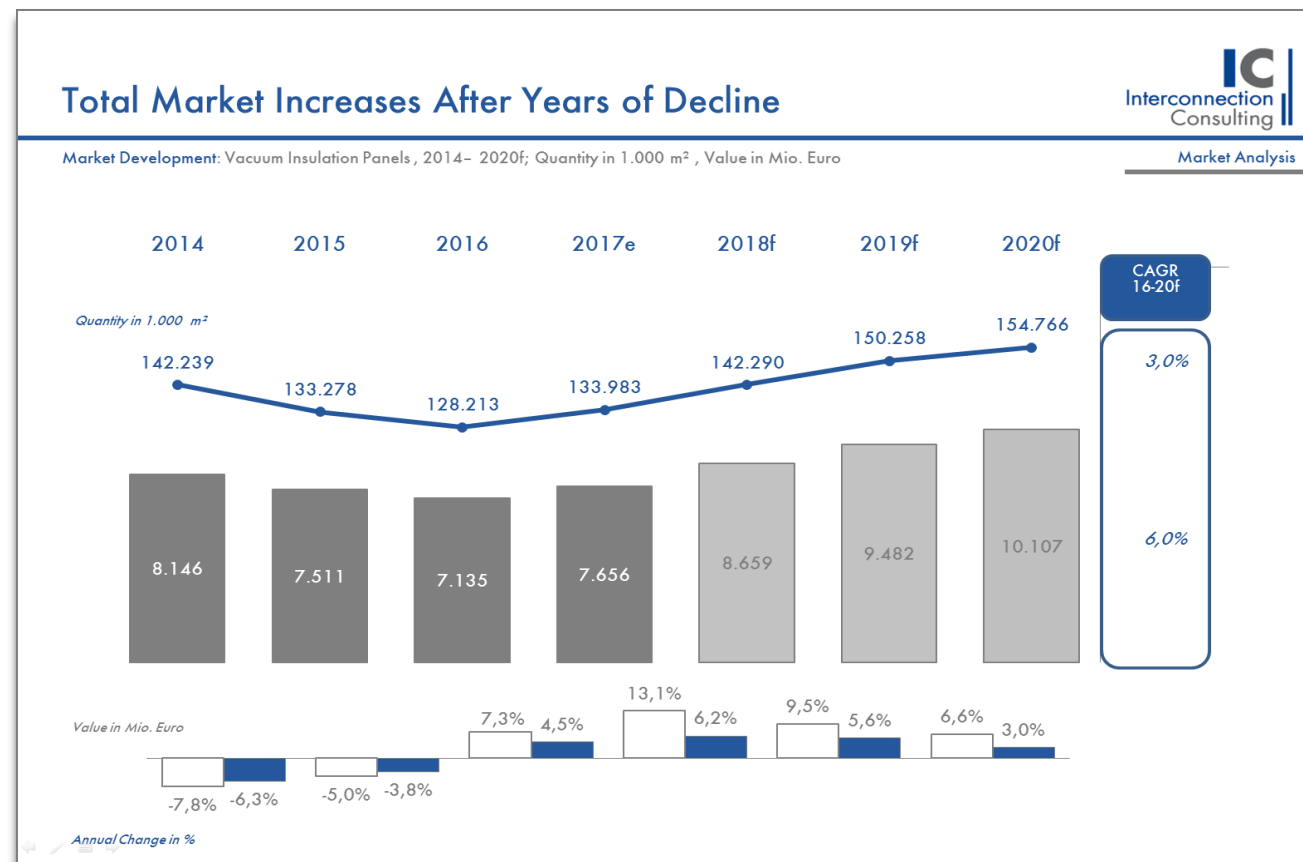
Market Environment Data of Our Forecasting Model

- The data for the market environment consists of main factors such as general economy data, demography, income statistics, construction environment and sentiment indicators.
- *This chart shows sample figures*

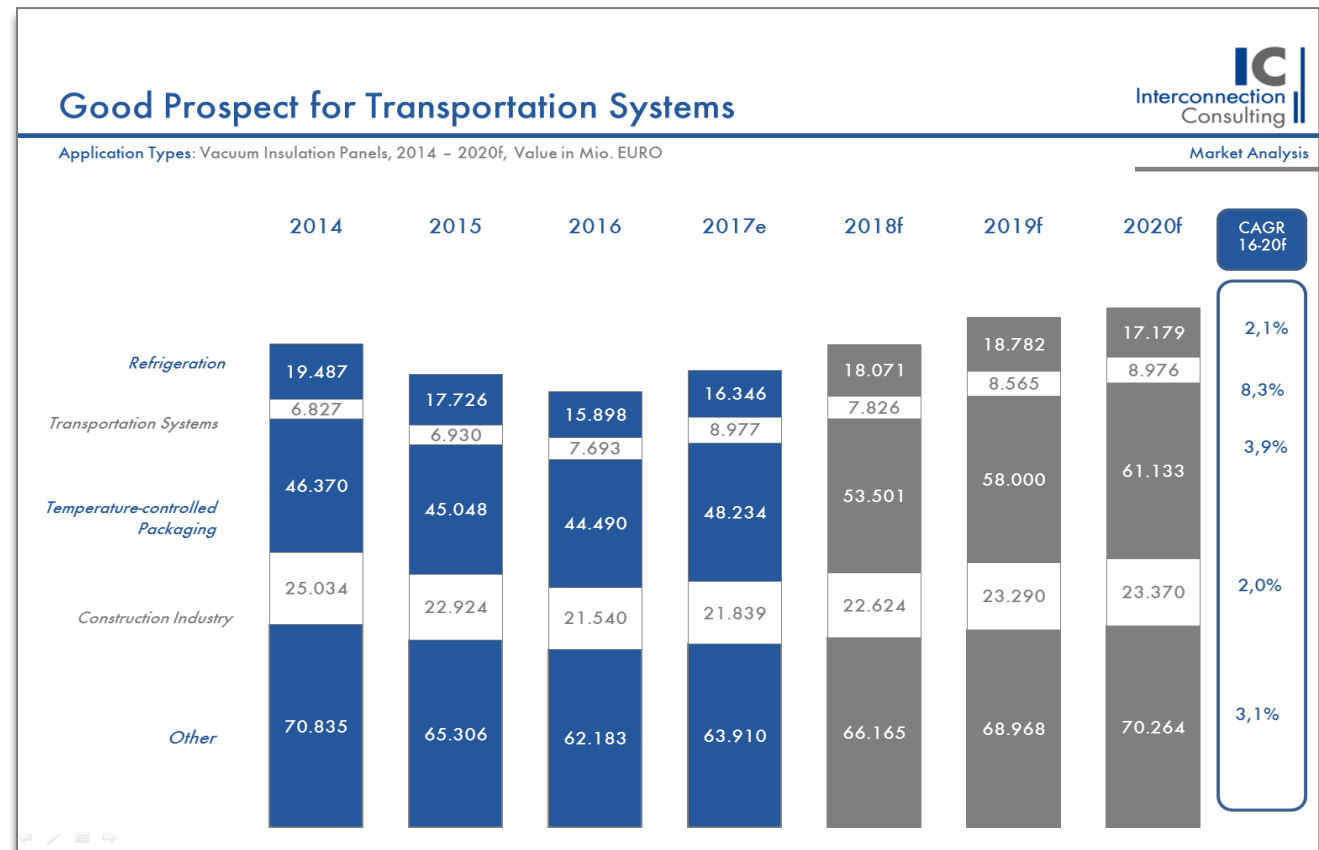


Total Market Development and Forecast

- Overview of the total market until the current year and forecast for the upcoming three years.
- *This chart shows sample figures*



- Overview of the total market until the current year and forecast for the upcoming three years by sub segments.
- *This chart shows dummy figures*



- Additionally to the visualised report a Pivot Table will be included.
- With use of the analyse tool you can individually make selections of the available data to make comparisons of the development on years and segments by your own.
- Pivot tables are available for the competition analysis as well as for the total market and forecasts.

How to use Pivot Tables

1. Generally, the desired sub-categories (i.e. Technology - A) can be selected with the ordinary drop down menus.

Technology	A
Distribution	(All)
Quarter	4
Quantity/Value	Quantity
Weight Classes	(All)
Country	Germany
Brand	(All)
Ø Price in € (Classes)	(All)

Sum - #	
Segments	Results
Segment A	18.592
Segment B	8.434
Segment C	5.310
Segment D	3.290
Segment E	1.332
Total	36.958

2. If you want to analyse a different category (i.e. Technology), click on the gray field and drag it down to the table.

Distribution	(All)
Quarter	4
Quantity/Value	Quantity
Weight Classes	(All)
Country	Germany
Brand	(All)
Ø Price in € (Classes)	(All)

Sum - #	Technology		
Segments	A	B	C
Segment A	3.290	5.452	7
Segment B	5.310	8.825	21
Segment C	8.434	10.794	
Segment D	18.592	14.624	13
Segment E	1.332	2.229	6
Total	36.958	42.025	47

Dieses Chart zeigt fiktive Zahlen zur Illustration

Investment Plan for Your Market Research

		IC Subscription *	Scale of Discounts **
Single Region	Single Issue		€ 8000 -5%
	€ 2.100,-		€ 12.000 -10%
All Regions	€ 7.980,-		€ 14.000 -15%
Available Regions	EU + Turkey + EFTA	China	Japan
			South Korea

* **IC Subscription:** 20% 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 extended by one more year. 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.

** Price taking into account the scale of discount
Price includes an interactive PDF Document. All prices shown exclude sales tax

Your Advantages as a Subscription Customer

Please choose between Subscription*
or Single issue

☒ **Subscription*** ☐ **Single Issue**

As a subscription customer, you will receive the chosen report automatically at a reduced price from now on as soon as the new edition of the report is published. Additionally you have access to the following benefits:

- **Price advantage** IC Standard Subscription (annual receipt of an IC study or IC study package): **20% price advantage** compared to single issue taking into account the **scale of discount**
- **Annually updated reports** on fixed dates
- One time a year **free web conference** with the Analyst of the report (presentation of key results, background information, answering of questions)
- **Info-Hotline**: answering of questions with regards to the report and on methodological issues relating to market research
- **Flexible subscription packages**: 2-year intervals, alternating countries, product change, etc., if possible. Conditions on request
- **Easy termination**: After 2 issues each subscription can be terminated easily

Interconnection Delivers Data for Company Decisions

- Interconnection is the leading institute for market data in both construction and insulation industry.
- Our studies support the leading companies in defining targets and marketing strategies, including competition monitoring and control of marketing actions.
- Interconnection draws its Know-how from over 100 international market studies per year and a number of Ad-hoc studies in several industries.
- Next to market data we offer for the construction branch Ad-hoc studies in the field of distribution analyses, pricing, market entry strategies, customer satisfaction, image analyses etc.
- Our Consultant supports companies also when it comes to translating data into actions, i.e. the development of marketing strategies.



Our Market-Intelligence Tools

Market Analysis



Market Volume
Market Shares & Entry
Competition Analysis

Distribution Analysis



Channel Map
Distribution Matrix
Margins

Customer Insight



Focus Groups
Buying Motives
Customer Benefits

Market Forecasts



Indicator Models
Life Cycle Models
Econometric Analysis

Webverstärker

Brand Analysis



Brand Scorecards
Brand - Triangle
Brand Affinity

Customer Satisfaction



Importance/Satisfaction
Portfolios
Customer Loyalty
Customer Typology

Price Research



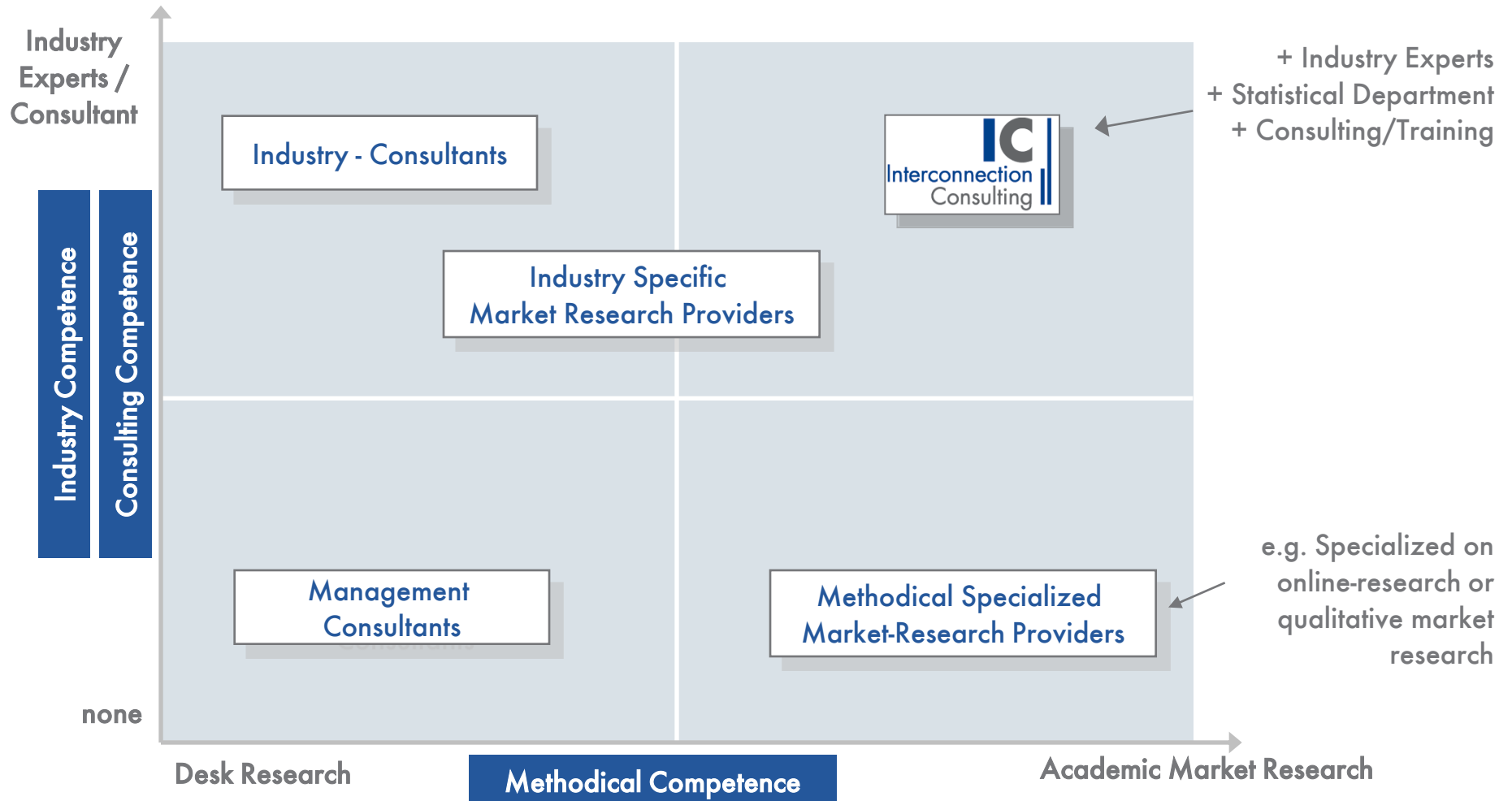
Price-Sales-Function
Price-Simulation-Tool
Optimal Pricing

Webverstärker



E Commerce Insights
Search Engine Marketing
Web Channel Analysis

Advance Through Competence



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

Mr. Bernd Blümmers

Directeur General, Saint-Gobain Solar Systems, Central Europe, Aachen

synthos
chemical innovations

ROCKWOOL®
DÄMMT PERFEKT & BRENNT NICHT

DOW

SAINT-GOBAIN

URSA
uralita

Kingspan
Insulation

pavatex
Bauen. Dämmen. Wohlfühlen.

ACTIS
TOMORROW'S INSULATION TODAY

TERMIKA®
INSULATION TECHNIQUE

xella

sto

SCHWENK
Baustoffe fürs Leben

BRAAS MONIER
BUILDING GROUP

**OWENS
CORNING**



Italcementi
Italcementi Group

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

Interconnection Consulting

Dostojevského rad 11, SK-811 09
Bratislava

Saša Spiridonov– Market Analyst

Tel: +42 1 220748 248

Fax: +43 1 5854623 -30

spiridonov@interconnectionconsulting.com

Mag. Andreas Erdpresser- Managing Director

Tel: +421 220 748 248

Fax: +43 1 5854623 -30

erdpresser@interconnectionconsulting.com

Interconnection Consulting | Vienna • Oberstdorf • Lviv • Bratislava

www.interconnectionconsulting.com



we show you the way

Factsheet: IC Market Tracking® Vacuum Insulation Panels 2017

Included in the Report

- interactive PDF, Pivot Tables
- Pages (approx.) 300
- Optional: Hard Copy

Price

- Single Country: 2.100 €
- All Regions: 7.980 €

Detailed Information about special offers, scale of discount as well as subscription prices are presented within the order form or the interactive price calculator.



Options of ordering – Fax:+43 1 5854623 30

- Click „Buy Now“ on the website and make your order with the interactive price calculator.
- Print out your order form (at the end of the “Full Details” document and fill in your data.

Content of the Market Report

Structure of the Study

Language of the report

English, Other languages on request

Introduction, Market Structure & Executive Summary

Definition and demarcation of product groups, regions and methodology; summary of study results

Market Drivers

Key economic factors influencing the market: consumer behaviour, main economic indicators etc.

Import & export statistics

Total Market Analysis

Total market development and forecasts for all market segments in quantity and value by regions, product groups, application type and material type.

Market Structure

Regions

EU, Turkey, China, Japan, South Korea, EFTA countries

Application Type

Appliances, Transportation Systems, Temperature-Controlled Packaging, Construction Industry, Others

Material Type

Fumed Silica, Fiberglass

Methodology

Methodology and Data Sources

The market and competitive analysis is conducted through interviewing the most important manufacturers in the respective industry. All data are cross-checked for plausibility and evaluated by means of additional sources of information.

The market models and forecasts are based on economic indicator models, which are developed individually for each market. The influencing factors are analysed by means of multivariate regression analysis and updated each year.

The economic indicators and environmental data are a result of secondary research of prestigious statistical institutes and are supplemented by internal market analyses.