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#### EIRNIENT Market Intelligence

# INFORMATION SESSION: EUROVENT MARKET INTELLIGENCE

26 OCTOBER 2022





## Methodology & Online Database

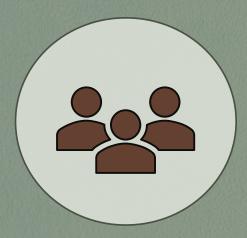
#### Who are we?



Eurovent Market Intelligence (EMI) is a European Statistics Office on the HVACR market, and it provides key market data. The guiding principle of EMI is to establish a detailed map of the European market with the participation of the manufacturers in the data collections.

28 YEARS

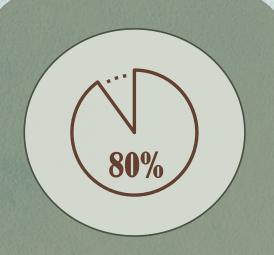
In the sector since 1994



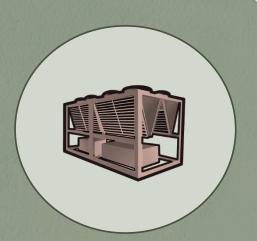
More than 400 participants



More than 50 countries worldwide



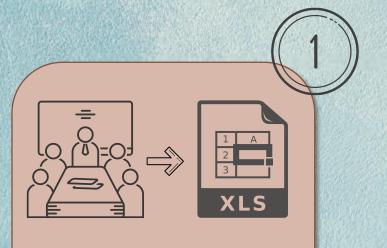
About 80% of market coverage



16 different HVACR product groups

## Methodology & Online Database





EMI builds a collection format by collaborating with the interested manufacturers (for new collections only)





At the beginning of the year, EMI sends the collection format to each manufacturer in order to be filled with their annual sales

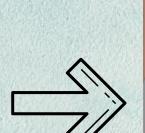


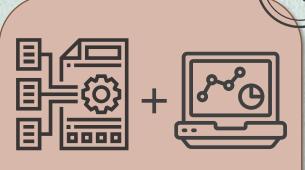
Each manufacturer fills in the format with their annual sales data and sends it back to

EMI (strictly

confidential)

CONFIDENTIAL





EMI provides
aggregated results
through an online
database to all
participants in
March, and total
market estimation
report in April

## Methodology & Online Database



#### WHICH INFORMATION ARE RECEIVED BY PARTICIPATING IN THE STATISTICS COLLECTIONS?



COLLECTED &
AGGREGATED
SALES VOLUME



ESTIMATED TOTAL MARKET



YOUR MARKET SHARE



YOUR RANK



YEARLY MARKET EVOLUTION



QUALITATIVE REPORT\*

\*Participation in a short qualitative survey is required

#### IN DETAILED CATEGORIES:



MARKET BY COUNTRY



MARKET BY CAPACITY



MARKET BY TECHNOLOGY



MARKET BY ENERGY CLASS



MARKET BY APPLICATION



2 FREE REPORTS\*

\*On products that you don't sell.

## Confidentiality



- Confidentiality is the vital basis of the activity
  - The activity of EMI competely complies with the European competition law rules
  - Eurovent Market Intelligence may be held liable from unintended disclosure to any third party including other Eurovent entities
- Additional measures are taken to ensure the individual data confidentiality in the results.

We do not deliver results if:

- there are less than 3 manufacturers per country and segment
- an individual market share is more than 50% in the collection
- the representativeness of the collection is too weak



#### Benefits

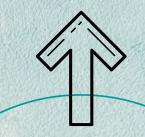


GET A CLEAR
VIEW OF THE
HVAC-R
MARKET



- Market size
- Market segmentation

- Market concentration
- Market trends and forecasts



HIGHLIGHT
NEW BUSINESS
DEVELOPMENT
OPPORTUNITIES

IDENTIFY YOUR
STRENGTHS &
WEAKNESSES
AND TOP
COMPETITORS



- Personalized reports
- Personal market share and rank
- TOP5 manufacturers

- In the framework of new energy saving regulations
- EU27 segmentation



PROVIDE MARKET
FIGURES TO SUPPORT
THE WORK AND
EXCHANGES WITH
AUTHORITIES

#### Market Intelligence Committee



- Market Intelligence Committee is consisting of a meeting with the participants of the collections.
- It is held twice a year in a pre-selected location in Europe (Paris, Rome, Berlin, Krakow, etc. in the past). During the covid-19 crisis, the committees are held online.
- The main purpose is to gather all our participants to hear their proposals on the collections, making decisions by vote, and getting their feedback; as our collections are the results of this collaboration with the manufacturers.
- It is also a way for us to present a summary on our activity during the year, as well as new development projects.
- Overall, it is a great opportunity to keep in touch with all our participants!



#### **Annual Collections**



#### **Annual Collections 2022**

- Adiabatic Coolers
- > Air Curtains
- > Air Filters
- Air Handling Units
- > Fan Coil Units
- Chilled Beams
- Liquid Chilling Packages& Heat Pumps
- Cooling Towers

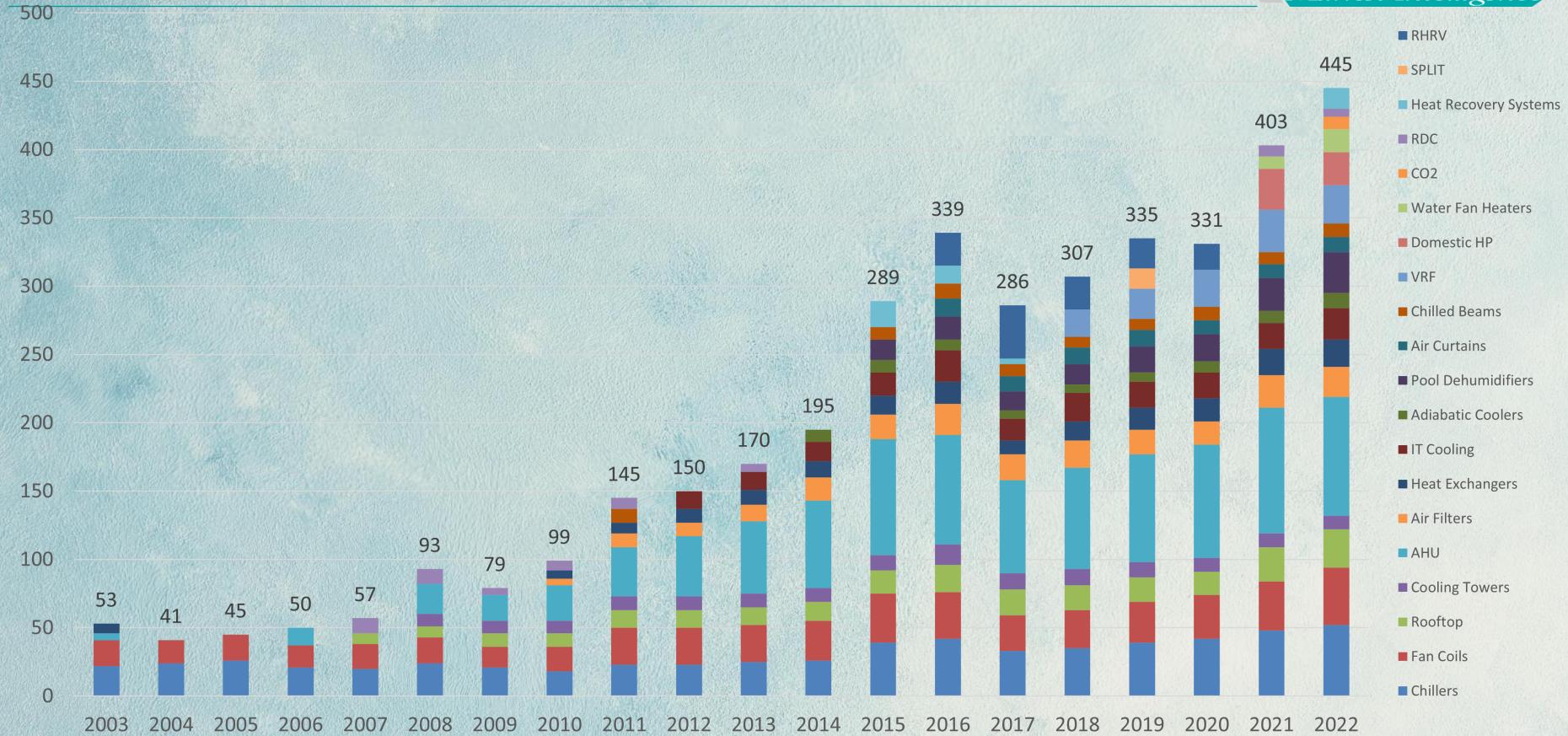
- Heat Exchangers
- Heat Recovery Systems
- > IT Cooling
- Pool Applications
- Rooftops
- Refrigerated Display Cabinets
- > VRF
- Water Fan Heaters

First participation in any collection is free for all manufacturers

Eurovent certified companies can join in the corresponding collection for free

#### Annual Collections – number of participants





## Thank you for attending!





#### **Eurovent Market Intelligence**

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