INFORMATION SESSION:
EUROVENT MARKET INTELLIGENCE

26 OCTOBER 2022
Methodology & Online Database
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**
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)

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?

<table>
<thead>
<tr>
<th>Information</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>COLLECTED &amp; AGGREGATED SALES VOLUME</td>
<td>Market volume of products collected and aggregated</td>
</tr>
<tr>
<td>ESTIMATED TOTAL MARKET</td>
<td>Total market volume estimated for the industry</td>
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<tr>
<td>YOUR MARKET SHARE</td>
<td>Your share of the total market</td>
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<tr>
<td>YOUR RANK</td>
<td>Your ranking in the market</td>
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<tr>
<td>YEARLY MARKET EVOLUTION</td>
<td>Evolution of the market over the year</td>
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<td>IN DETAILED CATEGORIES:</td>
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<td>MARKET BY COUNTRY</td>
<td>Market evolution by country</td>
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<td>MARKET BY TECHNOLOGY</td>
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<td>MARKET BY ENERGY CLASS</td>
<td>Market evolution by energy class</td>
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<tr>
<td>MARKET BY APPLICATION</td>
<td>Market evolution by application</td>
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</table>

#### QUALITATIVE REPORT*

- Participation in a short qualitative survey is required

#### 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

HIGHLIGHT NEW BUSINESS DEVELOPMENT OPPORTUNITIES
- Market concentration
- Market trends and forecasts

IDENTIFY YOUR STRENGTHS & WEAKNESSES AND TOP COMPETITORS
- Personalized reports
- Personal market share and rank
- TOP5 manufacturers

PROVIDE MARKET FIGURES TO SUPPORT THE WORK AND EXCHANGES WITH AUTHORITIES
- In the framework of new energy saving regulations
- EU27 segmentation
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

- 2003: 53
- 2004: 41
- 2005: 45
- 2006: 50
- 2007: 57
- 2008: 93
- 2009: 79
- 2010: 99
- 2011: 145
- 2012: 150
- 2013: 170
- 2014: 195
- 2015: 289
- 2016: 339
- 2017: 286
- 2018: 307
- 2019: 335
- 2020: 331
- 2021: 403
- 2022: 445

- RHRV
- SPLIT
- Heat Recovery Systems
- RDC
- CO2
- Water Fan Heaters
- Domestic HP
- VRF
- Chilled Beams
- Air Curtains
- Pool Dehumidifiers
- Adiabatic Coolers
- IT Cooling
- Heat Exchangers
- Air Filters
- AHU
- Cooling Towers
- Rooftop
- Fan Coils
- Chillers
Thank you for attending!

Contact us:

Eurovent Market Intelligence
50 rue de la Victoire, 75009, Paris, France
www.eurovent-marketintelligence.eu
statistics@eurovent-marketintelligence.eu
+33 (0)1 75 44 71 77/78/79