Report description

Glass façade market in Poland
edition 2016
About the report

The report on the glass façade market in Poland, edition 2016, is aimed at providing managers of façade enterprises and their suppliers with up-to-date information about the Polish glass façade industry. The report presents the most significant data regarding the volume and structure of the Polish façade industry as well as the results achieved by the leading façade companies.

The report was prepared based on interviews carried out with representatives of more than 60 biggest enterprises operating in the façade industry – system suppliers as well as manufacturers of insulating glass unit, glass and façade enterprises. The respondents were asked to share their knowledge of the entire façade market in Poland and information about the sales volumes generated by their enterprises. The collected data were complemented with materials obtained from other sources, including credit agencies, stock exchange reports, company presentations, and press material.

Methodology

Definition: the data contained in the report refer to the market of glass façades (with mullion and transom, segment, structural and spot-bonded structure)

Research techniques: individual in-depth interviews (IDI), computer-assisted telephone interviews (CATI), desk research

Respondents: presidents, sales directors, marketing directors, persons responsible for the façade market in enterprises supplying aluminium systems, insulating glass units, glass, and façade companies

Number of interviews: 66, including 42 with façade enterprises, 7 with aluminium system suppliers, 17 with insulating glass unit manufacturers and glass suppliers

Prepared in: February-May 2016

Prepared by: Centrum Analiz Branżowych
Contents

1. Description of the façade market

2. Total façade sales by Polish façade enterprises in 2015. Geographic structure of façade sales by Polish enterprises


4. Structure of the Polish façade market

5. Leading façade companies

6. Façade enterprises – ratio analysis of selected enterprises in the period 2012-2014

Appendix. Façade insulating glass unit and aluminium façade system supplier market
List of charts

Chart 1. Façade sales by Polish façade enterprises home and abroad in the period 2014-2015 (in thousand m²)

Chart 2. Geographic structure of façade sales by Polish façade manufacturers in 2015 (in %)

Chart 3. Façade sales in Poland in the period 2014-2015. Forecast for 2016 (in thousand m²)

Chart 4. Glass façade sales structure in Poland by aluminium and other structures

Chart 5. Façade sales volume home and abroad by the biggest Polish façade companies (estimated data in thousand m²)

Chart 6. Façade sales volume in Poland by the biggest façade companies (estimated data in thousand m²)

Chart 7. Estimated shares of the leading enterprises in façade sales on the Polish market in 2015

Chart 8. Total turnover of the leading Polish façade companies in the period 2013-2015 (in million PLN)

Chart 9. Industry profitability in the period 2012-2014 (average profitability for 10 leading façade enterprises)

Image 1. Estimated volume of glass pane sales to Polish façade enterprises in 2015

Image 2. Estimated value of aluminium façade system sales to Polish façade enterprises

Tables 1-11. Ratio analysis of the leading façade enterprises in the period 2012-2014
Format / delivery

report in the PDF format sent to the indicated e-mail address

Language

Polish or English

Net price

Polish version: PLN 3900
English version: EUR 1100

Publication date

May 2016

Copyright

Centrum Analiz Branżowych
Contact

Centrum Analiz Branżowych
ul. Turmoncka 22/110
03-254 Warszawa
www.cab-badania.com

Aneta Piechota 🇵🇱
Sales and Marketing Specialist
e-mail: a.piechota@cab-badania.com
Phone: +48 797 940 910

Maksymilian Miros
Market Analyst
e-mail: badania@cab-badania.pl