

MARKET INTELLIGENCE OPERATING MANUAL



MARKET INTELLIGENCE MANUAL

8th version – Issued 30th May 2017

The Market Intelligence Manual presents the organisation of Market Intelligence department within Eurovent Services Company, the setting-up procedures, the general principles and rules of activities including statistic programmes.

Rules discussed in the Manual comply with the competition law and were approved by audit.

The Market Intelligence Manual is regularly up-dated under the responsibility of the Market Intelligence Committee.

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CONTENTS

I. GENERAL STATEMENT ON POLICY	4
II. ORGANISATION	5
II.1 Eurovent Certification	5
II.2 Market Intelligence Committee.....	5
II.3 Market Intelligence department.....	6
II.4 Market Intelligence Staff	7
II.5 Compliance Officer	7
III. AREA OF EXPERTISE: STATISTICS SECTION	8
SETTING-UP, ADMINISTRATION AND PROCEDURES OF STATISTICS	8
III.1 Definition of Statistic Programme.....	8
III.2 Confidentiality	9
III.3 Property rights	10
III.4 Participants in Statistic programmes.....	10
III.5 Participation fee.....	11
III.6 Procedure.....	11
III.7 Rating.....	12
III.8 Data publication for participants.....	12
III.9 Third party purchase.....	13
IV. COMPETITION LAW RULES – AUDIT REPORT	15
V. PROMOTION OF MARKET INTELLIGENCE	18
V.1 Website	18
V.2 Leaflet.....	19
V.3 Press releases.....	19
V.4 Partnership	19

I. GENERAL STATEMENT ON POLICY

The purpose of Eurovent Market Intelligence department is to improve industry market awareness thus encouraging honest competition in the market.

The strategic objective of Market Intelligence is to meet manufacturers' needs by providing a global European market vision and to represent manufacturers at the highest level.

The following areas of expertise are executed with specific objectives:

1. Develop the European statistics system (via Eurovent Statistics programmes)
2. Provide market information and analyses (in long-term)
3. Provide forecasting and market strategy studies on demand (in long-term)

Principal characteristics of Market Intelligence are:

- 1)The essential principle is to provide only reliable data and information on the HVACR market in EMEA (Europe, Middle-East and Africa);
- 2)Market Intelligence is dedicated to all HVACR players; hence participation to the Statistic programmes is open to all manufacturers, regardless of membership of Eurovent Certification and Eurovent National Associations;
- 3)Income coming from various activities (Statistics programmes, Market studies on request etc.) will be used to cover the expenses of the Market Intelligence department;
- 4)Expenses shall be borne entirely by the HVACR players;
- 5)Eurovent key geographical market is:

- | | | |
|---------------------|----------------------------|-----------------------|
| • European Union 28 | • United Emirates | • C.I.S. countries : |
| • Norway | • Yemen | Commonwealth of |
| • Russia | | Independent States |
| • Switzerland | • Levant : Israel, Jordan, | (Armenia, Azerbaijan, |
| • Turkey | Lebanon, Syria | Belarus, Georgia, |
| • Ukraine | | Kazakhstan, |
| • Africa | • Balkan countries : | Kyrgyzstan, Moldova, |
| • Bahrain | Albania, Bosnia | Tajikistan, |
| • Kuwait | Herzegovina, | Turkmenistan, |
| • Oman | Montenegro, Republic | Uzbekistan) |
| • Qatar | of Macedonia, Serbia | • India |
| • Saudi Arabia | | • Iran |

This geographical area may be extended or modified in accordance with programme requirements.

II. ORGANISATION

II.1 Eurovent Certification / Eurovent Services Company

Eurovent Certification Company Scrl has been set-up in 1993 as a full subsidiary of Eurovent. Eurovent is the European Association formed by National Associations of manufacturers of air handling, air-conditioning and refrigeration equipment manufacturers.

Eurovent Certification main activity is to certify the performance ratings of air-conditioning and refrigeration products according to European and international standards with the objective to build up customer confidence by levelling the competitive playing field for all manufacturers and by increasing the integrity and accuracy of the industrial performance ratings.

In 2007, Eurovent Certification spread its activity to the statistic and research services and established officially the Market Intelligence department.

In 2013, Eurovent Certification is renamed Eurovent Services Company, and transferred its certification activity to Certita, which became Eurovent Certita Certification.

The Market Intelligence department is supervised by the Board of Eurovent Services Company and is managed by the Market Intelligence Committee. The department is daily administrated by a Market Intelligence Team who reports to the Managing Director of Eurovent Services Company.

II.2 Market Intelligence Committee

The Market Intelligence Committee is the management body of the Market Intelligence department.

The Market Intelligence Committee first approves the overall development and implementation of activities including statistic programmes; then monitors applied procedures, activities and ongoing projects, supervises statistic programmes, participation rate and data reliability, finally suggests changes and improvements in order to continuously meet manufacturers' demands.

Any proposals concerning modifications of procedures prepared by various working groups that may have an effect on integrity of activities in Market Intelligence department must be approved by the Market Intelligence Committee and be a subject to “Competition Law Audit Report”.

The members of the Market Intelligence Committee are:

- Chairman of the Committee with right to vote
- Representatives from industry
 - preferably from participating companies, with right to vote;
 - not participating, without voting right
- Market Intelligence Team without right to vote;
- Eurovent Services Company Managing Director without right to vote;
- Independent representative (not manufacturer) mandated by Eurovent (staff or employee) without right to vote who can be represented by the Market Intelligence ~~Manager~~ himself/herself.

It is highly recommended to reach unanimous decisions by making suitable compromises. However, if necessary, the **simple majority of members present at the meeting** will be required.

The Chairman of the Market Intelligence Committee is elected for two years by the members of the Market Intelligence Committee. Chairman’s company shall be member of Eurovent Association and participant in a Market Intelligence Programme. Chairman’s task shall be to chair meetings, supervise proposed agendas and minutes prepared by the staff of Eurovent. The chairman has no particular voting rights.

Each representative has to be nominated by his/her company and as such the nomination form has to be signed by the company.

Every two years, a specific training in competition law rules will be organised for members of the Market Intelligence Committee, as well as for the Market Intelligence department staff.

The Market Intelligence Committee meets twice a year.

II.3 Market Intelligence department

The main tasks of the department are as follows:

- Organise regularly data collections according to fixed schedules and programmes
- Produce analysis accompanying the data results

- Provide relevant information on macro-economic and sector's changes
- Provide relevant information on HVACR industry
- Publish press releases
- Produce, on request, strategic studies related to HVACR industry

II.4 Market Intelligence Staff

A full-time Market Intelligence Team will be in charge of Market Intelligence department and will be responsible for the daily function of the Market Intelligence department, carrying out specific tasks under the direction and supervision of the Market Intelligence Committee, and will follow the strategic outlines.

The Market Intelligence Team will attend the market intelligence committee and statistic working group meetings, prepare agendas for meetings, write and circulate the minutes.

As far as statistic activities are concerned, Market Intelligence Team will up-date the process to improve the reliability of statistics, identify market players, follow the data collection, prepare statistics reports, projections and analyses, and elaborate market researches and all information related to the market as well.

The Market Intelligence Team will be in charge of external communication; preparation of yearly action plan, press release publication, creation of commercial leaflets, etc.

The Market Intelligence Team will be an administrator of the Market Intelligence Website, supervise the online data collections, publish the information and propose new improvements.

II.5 Compliance Officer

In the case of competition law rules doubts or infringement a compliance officer will be called in as an official advisor to the Market Intelligence department in order to determine the actions to be taken.

The compliance officer must be an external consultant and is appointed Eurovent Certification, following the recommendation of the Market Intelligence Committee.

The Market Intelligence Team can call him directly whenever needed.

III. AREA OF EXPERTISE: STATISTICS SECTION

SETTING-UP, ADMINISTRATION AND PROCEDURES OF STATISTICS

III.1 Definition of Statistic Programme

Statistic data collections are divided into Statistic programmes which cover each product section independently and collect data for relevant section directly from manufacturers in the form of questionnaires. New programmes may be created upon request, insofar as a relevant number of manufacturers are interested. Relevance is under appreciation of the Market Intelligence Team. This includes preparation of a dedicated meeting with the manufacturers, which shall decide if the participation is sufficient in order to represent industry.

The product sections are the following:

- Adiabatic Coolers
- Air conditioners (stopped in 2012)
- Air Curtains
- Air handling units
- Air filters
- Chilled beams
- Chillers
- IT Cooling
- Cooling Towers
- Fan coil units
- Heat exchangers
- Refrigerated display cabinets (stopped in 2012)
- Rooftops
- Pool dehumidifiers
- Residential air handling units
- Heat recovery systems (stopped in 2017)

Scope of Statistic programmes:

Statistic programme is represented by manufacturers who have the intention to participate or have already participated in it. If there is a sufficient interest, a specific product working group could be established with the regular or occasional meetings.

The task of the Statistic programme is to establish supports for the statistic data collections for relevant products. Manufacturers – participants in Statistic programme will supervise the

development and credibility of the activity and then required tasks will be done by Market Intelligence Team.

Definition of a specific Product working group:

- Product working group is established on request of participants in Statistic programme in order to ease the management and supervision of statistic activity, e.g. procedure monitoring, results evaluation and reassessment..., in accordance with overall Market Intelligence department strategy and executed by Market Intelligence Team;
- The existence of a Product working group is not obligatory, if the Statistic programme exists
- On manufacturers' request, Product working group issues can be discussed also within the Eurovent working groups or Certification and Compliance committees

Once a Product working group has been established, a chairman should be elected. Chairman's task shall be to chair meetings, supervise proposed agendas and minutes prepared by the staff of Eurovent. The chairman has no particular voting rights.

Voting:

During the decision-making within the Statistic programme or Product working group meeting, it is highly recommended to achieve unanimous decisions by making suitable compromises. However, if necessary, a **2/3 majority of members present at the meeting** will be required.

On manufacturer's request, Statistics issues could be also discussed within the Eurovent working groups.

III.2 Confidentiality

Statistic programmes are highly confidential applying following strict rules:

- Eurovent Market Intelligence staff is obliged to sign the "Confidentiality Agreement" (see document, annexe 1);
- The single data from individual company are not disclosed, only consolidated data are published;
- Manufacturers send data directly to Eurovent Statistics: statistics@eurovent-marketintelligence.eu or upload directly on Internet website www.eurovent-marketintelligence.eu ; only certified Eurovent staff or its official delegates (having signed the confidentiality agreement) can access this email box or on-line database.

- Online database will set-up a confidential company or group account with the secure individual access to data collection and consultation.

III.3 Property rights

Eurovent Services Company is the owner of consolidated data and has the right to dispose of it according to its judgement in order to improve the data reliability, attract new participants, promote programmes, etc.

In any case of doubt, the Eurovent Market Intelligence Team may ask for advice to the Market Intelligence Committee or Compliance Officer in order to take any action.

III.4 Participants in Statistic programmes

Participation in any Statistic programme is open to all manufacturers represented on the European market, regardless of any membership in Eurovent Association, National Association or Eurovent Certita Certification, thus participation to one does not mean obligation to participate to the other and vice versa.

Participant is a manufacturer / company who provided data to Eurovent Market Intelligence department for a product section per required period, thus manufacturer is entitled to receive statistic results of program to which he/she participated.

OEM can join automatically the statistics programmes. In the case another company would ask to participate, the decision will be taken by the Market Intelligence Committee, on an ad hoc basis.

Only Original Equipment Manufacturers (OEM) should provide data in order to avoid double counting.

However, it is highly recommended, that in the case if the client or distributor of OEM would like to provide the data, a single letter signed by both companies will be sent to Eurovent Market Intelligence department. It will indicate that:

- OEM will not include in its own figures the units sold to that specific client or distributor
- The client or distributor will declare in its sales figures the units it purchased from that OEM

If these conditions are not met the OEM has to declare the units sold.

In case that OEM didn't intend to participate in the statistics programme, the Market Intelligence Team could request to distributors to participate instead of them.

Participants with intention to the program shall decide by themselves if the participation is

Minimum number of participants

sufficient in order to represent industry. However, the number of participants has to comply with competition law rules, thus at least three manufacturers from three different countries are generally requested.

III.5 Participation fee

Participant – manufacturer is a company providing the data and participating in data collection.

The fees are determined by Eurovent Services Company, following the proposal of the Market Intelligence Committee (see price list, annexe 3)

The invoice will be issued as soon as the agreement (“intention of participate”) of the participant is received, and the results will be released after the payment of the invoice. From 2011, the participation fees will be free of charge for the companies participating in the corresponding certification programme.

Manufacturers not participating in data collection are not entitled to receive data and are falling under chapter III.8.

III.6 Procedure

The original procedure applied until the online procedure will be launched:

- I. Manufacturer receives an email indicating the beginning of the data collection;
- II. Then manufacturer returns the data by e-mail to Eurovent Market Intelligence department;
- III. Eurovent Market Intelligence staff check the data consistency, consolidate them, analyse and prepare final results report;
- IV. The full report is sent to the participating companies to the persons who transmit the data by email (see scope of supply, annexe 2).

The online procedure:

- I. Manufacturer subscribes to Eurovent online statistics database by accepting the general conditions on confidentiality, liability on participation and truthfulness of data;
- II. Manufacturer up-loads the data or input the data manually during the relevant period to data collection;
- III. After close of period, Eurovent Market Intelligence staff check the data, generate results report and publish the results in the confidential online database;

IV. Then manufacturer could consult, download, and print the results.

III.7 Rating

In order to improve the quality of service, a rating system has been set up. It allows to the Market Intelligence Team to value and identify the quality of participation from the manufacturers. He awards to the participants stars according to the number of points they received during the collections (1 point = 1 star). The points are defined according to the following criteria:

Concerning the delay of the file received:

- 5 points: file sent 1 month earlier (Annual collection) or 2 weekds earlier (Market evolution)
- 4 points: file sent 2 weeks earlier (Annual collection) or 1 week earlier (Market evolution)
- 3 points: file sent on time
- 2 points: file sent 1 week late (Annual collection) or 2 days late (Market evolution)
- 1 point: file sent 2 weeks late (Annual collection) or 5 days late (Market evolution)
- 0 point: file sent more than 2 weeks late (Annual collection) or 1 week late (Market evolution)

Concerning the reliability of the file received:

- 5 points: No mistake
- 4 points: 1 small mistake
- 3 points: 1 big mistake
- 2 points: 2 small mistakes
- 1 point: 2 big mistakes
- 0 point: more than 2 mistakes
-

If a participant presents too regularly mistakes and delays sending his files, losing all his stars, the Market Intelligence Team may exclude his company from the statistics collections.

III.8 Data publication for participants

Data are not published publicly. Detailed results are only provided to manufacturers participating in Statistic programmes collection. The participants – manufacturers participating in the Statistic programme have the right to all detailed information which have

been collected and consolidated according to Statistic programme. Further, participants have the access to historic data in the online database, regardless of participation within previous years (except for new entrant, which gets the access only to previous year (n-1) data).

Participants – manufacturers are not authorized to provide the results to any third person neither publish any information publicly. The participant has a right to use the information for internal use only within his/her company.

Data are published earliest two weeks after the scheduled deadline for quarterly data collection and four weeks for annual data collection. However, this period can be regulated according to competition law rules and Statistic programme's specificity.

Eurovent Market Intelligence department reserves the right to publish the press releases based on provided data results.

Eurovent Market Intelligence department has a right to provide the consolidated data on request to European / national institutions in order to represent common interest of all manufacturers.

III.9 Third party purchase

A third party interested in data purchase is a person, manufacturers, company or institution who doesn't participate in Statistic programme and does not provide the data for Statistic programme to Eurovent Market Intelligence department.

Third party shall have following reasons to not provide the data:

- Third party is a manufacturer not present on the European market – manufacturer has a right to purchase the reassessed version of results;
- Third party is a manufacturer present on the European market and produces the product of requested data → as manufacturer has the same conditions to participate as any participant in Statistic programme, thus it has no right to purchase the results except all participants will agree with it;
- Third party is a brand name, reseller or distributor present on the European Market and sells the product of requested data, but the OEM has already declared to EMI the products sold – third party has a right to purchase the reassessed version of results;
- Third party is a manufacturer present on the European market and does not produce the product of requested data – manufacturer has a right to purchase the reassessed version of results;

- Third party is a student or private company from another business area (e.g. construction, motor producing company related to the ventilation, etc;) – the issue will be considered by Market Intelligence Team and approved by Chairman of Market Intelligence Committee, only reassessed version of results will be available
- Third party is an institution e.g. European Commission – the issue will be considered by Market Intelligence Team and approved by Chairman of Market Intelligence Committee, consolidated or reassessed version of results will be available

The selling price will be established separately by Market Intelligence Committee according to each Statistic programme where the aggregated form will be proposed by Working Group and approved by Market Intelligence Committee (see price list, annexe 3).

If any third party e.g. organisation, university, etc.; will be interested in detailed data in order to realize deeply research and studies, the partnership agreement indicating the conditions and confidentiality shall be signed.

IV. COMPETITION LAW RULES – AUDIT REPORT

Because participants in Statistics programmes are companies with competing, and sometimes opposing economic interests, all actions related to the activity are subject to close competition law (anti-trust) scrutiny. The following conservative guidelines shall be applied:

a) Meetings participation:

- Each meeting must be preceded by notice of the date and time of the meeting along with a copy of the strictly defined agenda for the meeting
- All the items on the agenda must be compatible with competition law (*see list of forbidden and authorized practices hereinafter*)
- The agenda has to be followed as it has been defined
- Any discussions on items that have not been placed on the agenda beforehand have to be ruled out
- Any discussions that do not appear to be legal have to be refused
- If necessary, the participants could leave the meeting and have it noted in the minutes
- Minutes are required for every meeting. The minutes must be clear, complete, and accurate with regard to the discussion that occurred, the actions taken, and the basis for the action
- A staff person from Eurovent shall attend every meeting and act as executive assistant
- If applicable, the participant could send to the organization a registered letter
- There shall be no "off the record" conversations
- In the event of any difficulties, define the subsequent action to be taken with the Compliance Officer, Management and/or counsels (sending registered letters to the organization, etc.)

Generally, all communication and discussions that could directly influence the decisions of individual company regarding production levels, product pricing, marketing strategies, or selection of customers or suppliers must be avoided. The following areas must not be discussed:

b) Forbidden practices:

- Dissemination, under the pretense of management assistance, of indicative lists, reference prices or any elements of price or pricing policies, including costs, discounts, rebates, profit margins, etc
- Terms or conditions of sale, including warranties, credit, and shipping arrangements
- Particular competitors, suppliers, or customers
- Sales or production quotas or limits, allocation of customers or sales territories or refusal to sell to certain customers or to buy from certain suppliers
- The market share or sales territory of any particular competitor
- The operating statistics, inventories, sales, marketing methods, or strategies of any particular competitor
- Controlling competition or excluding any competitor from any market
- Dissemination of cost valuation methods
- Recommendations with respect to prices, price increases
- Exchanges of information preceding government contracts
- Exchanges of individualized information that enable competitors to provide for and adapt their market behavior
 - Certain exchanges of information can be lawful according to the following conditions:
 - Exchanges of information of a historical nature, i.e., retrospective and distant enough in the past that they do not facilitate short-term decision-making
 - Information must be aggregate so as not to allow the companies in question to be identified
 - Absence of comments or discussions
- Market price lists in the form of exchanges of information on retrospective prices and prices are authorized, but are only acceptable insofar as they reflect market prices, i.e., prices that resulted from elements of competition
- Never circulate any data relating to price levels, or production volumes (*see list of forbidden and authorized practices hereinafter*)
- Refuse any identical documents coming from manufacturers

c) Banning unofficial discussions:

- Refuse informal gatherings
- Meet only at the dates and in the conditions provided for in the trade organization's bylaws

- Hold extraordinary meetings only when special events so require and in compliance with the aforementioned conditions
- Avoid meetings in corridors and informal and bilateral exchanges of information (*see list of forbidden practices that are authorized in part*)
- Advise Management of competitors' requests immediately and consult the Compliance Officer and/or counsels to examine the subsequent action to be taken

V. PROMOTION OF MARKET INTELLIGENCE

The Communication plan will be prepared by Eurovent Market Intelligence department and approved by Market Intelligence Committee yearly.

Following tools are used:

- Eurovent Market Intelligence website
- Leaflet
- Press releases
- Partnership with specialized newspapers or other institutions

V.1 Website

Eurovent Market Intelligence website is at the following address :

<https://www.eurovent-marketintelligence.eu/>

Functionality:

- **Statistical database (participant access):**

Data input

Historic market data

Possibility to group data by year and by country or region

Graphs and analyses (on progress)

Ranking per country, region, product (confidential access)

The administrator of website will be the Market Intelligence Team;

Communication strategy:

- Ease the process to attract more participants,
- Improve manufacturer input and output,
- Promote the activity publicly towards the other institutions,
- Develop new partnerships,

Information on Market Intelligence website will be promoted also on Eurovent Association and Eurovent Certification website.

V.2 Leaflet

Leaflet will be up-dated yearly in order to promote the activity towards two segments: manufacturers and general public.

V.3 Press releases

Press releases will be published at least twice a year in various specialized newspapers.

V.4 Partnership

Eurovent Market Intelligence department could enter into a partnership with an organisation or institution in order to support various projects. The condition will be specified in an agreement between both parts.

ANNEXE 1**Engagement de confidentialité**

Je soussigné(e), Madame/Monsieur [_____] , né(e) le [_____] à [_____] et demurant [_____] , [FONCTION _____] , m'engage à traiter confidentiellement et à conserver confidentiels toutes les informations et documents, de quelque nature qu'ils soient, économiques, techniques, commerciaux, auxquels j'aurai accès pour l'exécution de ma mission, notamment dans le cadre de la collecte régulière d'informations destinées à l'établissement de statistiques de marché.

Je m'engage par ailleurs, vis-à-vis du personnel d'Eurovent Certification, de l'association Eurovent et/ou d'Eurovent Services Company et des prestataires de services auxquels je pourrais faire appel, à prendre toutes mesures nécessaires afin d'assurer le secret et la confidentialité de toutes les informations et documents visés à l'alinéa ci-dessus.

En conséquence, je m'oblige à vérifier que toute personne à laquelle je peux être amenée à communiquer des informations confidentielles, telles que mentionnées au premier alinéa, a signé un engagement de confidentialité, cet engagement devant a minima porter sur l'ensemble des informations visées dans la présente clause.

La confidentialité exigée au titre de la présente clause s'applique à toute information dont j'ai eu connaissance antérieurement. Elle perdurera tant que celles-ci ne sont pas rendues publiques.

Fait à [_____] , le [_____]

Madame/Monsieur [_____]
 [FONCTION _____]

Confidentiality agreement

I undersigned, Mrs/Mr [], born in [] on [] address [], working as [], hereby commit to treating and keeping confidential all information and documents, be they economic, technical or commercial, that I will come across while carrying out my job/functions, especially within the frame of the regular data collection of market sales information.

To Eurovent Certification Company, Eurovent Association and/or Eurovent Services Company staff members and providers I might call in I also commit to taking all and every precautionary measure so that the information and documents stipulated in the above paragraph are kept secret and confidential.

Consequently, I will always make sure that I will never disclose confidential information as such mentioned in the fist paragraph to anyone not having signed a confidentiality agreement.

The confidentiality subsequent to the present clause shall apply to all information - past and present - and shall last until the said information become public.

Issued at [], on []

Mrs/Mr []

[POSITION]

ANNEXE 2

SCOPE OF SUPPLY – May 2017

This document defines which information is issued after a statistic collection.

1. INFORMATION TO PARTICIPANTS

1.1. Annual collections

13 programmes are in the scope: Chillers, Fan Coils Units, Air Handling Units, Rooftops, Cooling towers, Air Curtains, Air Filters, Heat Exchangers, IT Cooling. Pool dehumidifiers, Chilled Beams, Residential Air Handling Units, Adiabatic Coolers

The reports contain:

- Participant list
- Data consolidated by country and in total (Europe, Middle-East and Africa)
- A constant panel between previous year(s) and current year, i.e. data consolidated only with common participants. (not available for new programmes)
- Specific analyses (available either automatically via the website or sent by email)
- Estimation of the total market based on reassessment of the collected and forecast on next period.

1.2. Market evolution collections (each quarter)

4 programmes currently working: Chillers, Fan Coils Units, Air Handling Units, Rooftops.

The report contains:

- Participant list
- Evolution in percentage between the previous quarter and the same quarter of the previous year, for each market segment.
- Turnover of the previous quarter, for each market segment
- Forecast in percentage regarding the next quarter and current year, for each market segment

1.3. Quarterly collection (only for chillers)

This collection is a constant panel, currently involving 12 participants, for 13 countries (Czech Republic, Finland, France, Germany, Greece, Hungary, Italy, The Netherlands, Poland, Russia, Spain, Sweden, United Kingdom) and Rest of Europe

The Report contains:

- Data consolidated by country and in total (Europe)
- Quarterly evolution

2. INFORMATION TO EXTERNAL CLIENTS

2.1. Annual collections

Data are available on a reassessed format, proposed by the Market Intelligence Team to the ad hoc working groups.

ANNEXE 3 PRICE LIST – 2016

1. PRICE FOR PARTICIPANTS (in Euro)

Market intelligence programme	Price (VAT excluded)	Frequency	Type of results	Nota
Adiabatic Coolers	1 000 €	Annual	Consolidated + reassessed data	<i>Free for participants in the cooling towers or heat exchangers</i>
Air Curtains	1000 €	Annual	Consolidated + reassessed data	
Air Filters	1400 €	Annual	Consolidated + reassessed data Website + private analysis	
Air Handling Units	1800 €	Annual + quarterly	Consolidated + reassessed data Website + private analysis	
Chilled Beams	1400 €	Annual	Consolidated + reassessed data Private analysis	
Chillers and hydronic heat pumps	1800 €	Annual + quarterly	Consolidated + reassessed data Website + private analysis	
Cooling Towers	1400 €	Annual	Consolidated + reassessed data Website + private analysis	
Fan Coils Units	1800 €	Annual + quarterly	Consolidated + reassessed data Website + private analysis	
Heat Exchangers	1400 €	Annual	Consolidated + reassessed data Website + private analysis	
Heat Recovery Systems (AAHE-AARE-RAC...)	1000 €	Annual	Consolidated + reassessed data	<i>New format in 2017 based on the Total Europe only</i>
IT Cooling	1400 €	Annual	Consolidated + reassessed data Website + private analysis	
Pool Dehumidifiers	1000 €	Annual	Consolidated + reassessed data	<i>Free for participants in the AHU or rooftops</i>
Residential Air Handling Units	1000 €	Annual	Consolidated + reassessed data	
Rooftops	1800 €	Annual + quarterly	Consolidated + reassessed data Website + private analysis	
Quarterly Chillers	400 €	Quarterly	Consolidated data + website	<i>Constant panel</i>

2. PRICE FOR EXTERNAL CLIENTS (in Euro)

Report	One country or area	Package: complete report
Chillers	700€	6000€
Air Handling Units	500€	6000€
Fan coils Units	700€	6000€
Rooftops	500€	5000€
Cooling towers	500€	5000€
Air Filters	500€	5000€
Heat Exchangers	500€	5000€
IT Cooling	500€	5000€
Air Curtains	500€	3000€
Pool dehumidifiers	500€	3000€
Residential Air Handling Units	500€	4000€
Chilled beams	500€	3000€