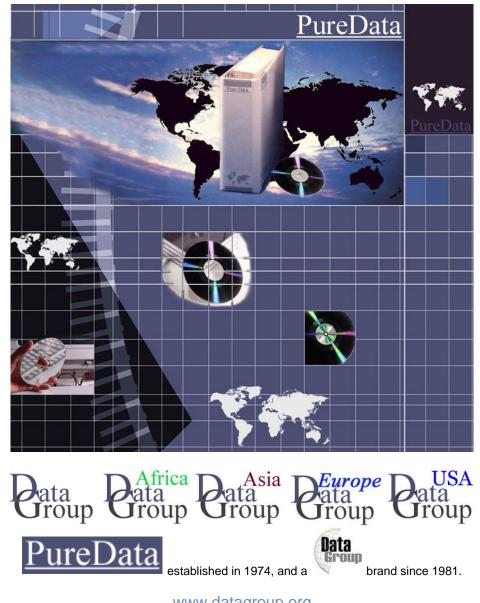
Paper World **Report & Database**



www.datagroup.org



Database Ref: 322121 This database is updated monthly.

Paper World Report & Database



PAPER REPORT

The Paper Report & Database has the following information. The base report has 59 chapters, plus the Excel spreadsheets & Access databases specified.

This research provides World on Paper (except newsprint). The report is available in several Editions and Parts and the contents and cost of each part is shown below. The Client can choose the Edition required; and subsequently any Parts that are required from the After-Sales Service.

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Description

Paper

PAPER WORLD REPORT + DATABASE

The Paper World Report + Database gives Market Consumption / Products / Services for over 200 countries by 6 to 10-Digit NAICS Product Codes by 3 Time series: From 2007, Forecast to 2028 & 2045.

Countries covered include: Albania, Algeria, Angola, Argentina, Armenia, Aruba, Australia, Austria, Azerbaijan, Bahamas, Bahrain, Bangladesh, Barbados, Belarus, Belgium, Belize, Bolivia, Bosnia and Herzegovina, Botswana, Brazil, Bulgaria, Cambodia, Cameroon, Canada, Chile, China, Colombia, Costa Rica, Cote d Ivoire, Croatia, Cuba, Cyprus, Czech Republic, Denmark, Dominica, Dominican Republic, Ecuador, Egypt, Eire, El Salvador, Eritrea, Estonia, Ethiopia, Finland, France, French Guiana, Gabon, Gambia, Georgia, Germany, Ghana, Greece, Guadeloupe, Guatemala, Guinea, Guinea-Bissau, Guyana, Haiti, Honduras, Hungary, Iceland, India, Indonesia, Iran, Irag, Israel, Italy, Jamaica, Japan, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Laos, Latvia, Lebanon, Lesotho, Liberia, Libya, Lithuania, Luxembourg, Macedonia, Madagascar, Malawi, Malaysia, Malta, Martinique, Mexico, Moldova, Montenegro, Morocco, Mozambigue, Namibia, Netherlands, Netherlands Antilles, New Zealand, Nicaragua, Nigeria, Norway, Oman, Pakistan, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Poland, Portugal, Puerto Rico, Qatar, Reunion, Romania, Russia, Saudi Arabia, Senegal, Sierra Leone, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Sudan, Suriname, Swaziland, Sweden, Switzerland, Syria, Taiwan, Tajikistan, Tanzania, Thailand, Trinidad and Tobago, Tunisia, Turkey, Turkmenistan, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Uzbekistan, Venezuela, Vietnam, Zambia, Zimbabwe.

59 MARKET RESEARCH CHAPTERS. SPREADSHEET CHAPTERS: Market Consumption - in US\$ by Country by Product/Service by Year. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters, Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL REPORT MARKET DATABASE & SPREADSHEETS. FINANCIAL SPREADSHEETS & DATABASES. INDUSTRY SPREADSHEETS & DATABASES.

Data includes Market Consumption by individual Product / Service, Per-Capita Consumption, Marketing Costs & Margins, Product Launch Data, Buyers, End Users & Customer Profile, Consumer Demographics. Historic Balance Sheets, Forecast Financial Data, Industry Profile, National Data.

The report is on a DVD containing the entire web and databases; it is also delivered as an online download. Merge text, tables & databases for your own reports, spreadsheet calculations & modelling.

107 Products/Markets covered, 2123 pages, 10076 spreadsheets, 9793 database tables, 582 illustrations. Updated monthly. 12 month After-Sales Service.

This database covers NAICS/SIC code: 322121.

Coverage

PAPER WORLD REPORT + DATABASE

The Market for Paper in each country by Products & Services.

This database covers NAICS/SIC code: 322121. Products/Services classified by 5-Digit US Commerce Department Code and then defined by each 6 to 10-Digit Product Codes.

The Paper World Report + Database covers:

TIME SERIES : Historic from 2007, Forecast to 2028 & 2045. Consumption given at industry / distribution channel / service or product line level.

PRODUCTS & MARKETS COVERED:

PAPER

1. Paper (except newsprint) mills

Paper (except newsprint) mills - integrated produc 2.

3. Clay-coated groundwood printing & converting paper (containing more than 10 percent mechanical fiber), incl prime-coated body stock

Clay-coated freesheet printing & converting paper (containing not more than 10 percent 4. mechanical fiber), incl prime-coated body stock

Clay-coated freesheet printing & converting paper, coated one side (containing not more 5. than 10 percent mechanical fiber), incl prime-coated body stock

Clay-coated freesheet printing & converting paper, coated two sides (containing not more 6. than 10 percent mechanical fiber), incl prime-coated body stock)

Clav-coated printing & converting paper, nsk 7.

8. Paper (except newsprint) mills - nonintegrated pro

Uncoated freesheet paper (containing not more than 10 percent mechanical fiber) 9.

10. Bond & writing paper & form bond in rolls, uncoated freesheet

Bond & writing paper, incl protective check, uncoated freesheet 11.

Form bond paper in rolls, uncoated freesheet 12.

13. Other writing paper, incl body stock for communication papers, technical & reproduction,

tablet, ledger, onion skin, papeterie & wedding, etc., uncoated freesheet

Body stock for communication, copying & related papers, uncoated freesheet 14.

Other uncoated freesheet technical & reproduction papers, incl mimeograph & gelatin & 15. spirit process duplicating

16. Writing tablet paper, uncoated freesheet

17. Other writing paper, incl ledger, onion skin, papeterie & wedding, etc., uncoated freesheet

18. Publication & printing paper, uncoated freesheet, all types

19. Plain publication & printing paper, uncoated freesheet, incl machine finish, English finish,

antique, bulking, eggshell & supercalendered

Offset publication & printing paper, uncoated freesheet 20.

Other uncoated publication & printing freesheet paper 21.

22. Cover & text papers, envelope, body stock for coating & all other converting & miscellaneous uncoated freesheet paper

- 23. Cover & text papers, uncoated freesheet
- 24. Envelope (white wove) paper, uncoated freesheet
- Kraft envelope (bleached kraft & brown kraft) paper, uncoated freesheet 25.

26. Uncoated freesheet body stock paper for coating (base or raw stock for conversion of off-

machine coating) & miscellaneous uncoated freesheet nec

Uncoated freesheet (containing not more than 10 percent mechanical fiber), nsk 27.

28. Bleached bristols, excl cotton fiber index & bogus (weight more than 150 grams per sq meter)

Bleached bristols, excl cotton fiber index & bogus (weight more than 150 g per sq m) 29.

30. Uncoated bleached bristol tag stock (weight more than 150 g per sq m)

31. Uncoated bleached bristol file folder stock (weight more than 150 g per sq m)

32. Other uncoated bleached bristols, incl tabulating card, index, printing & postcard stock (weight more than 150 g per sq m), excl cotton fiber index & bogus

33. Coated bleached bristols (weight more than 150 g per sq m), excluding cotton fiber index & bogus

34. Bleached bristols (weight more than 150 g-m2), excl cotton fiber index & bogus, nsk

35. Cotton fiber paper (containing 25 percent or more cotton or similar fibers) & thin paper

36. Cotton fiber paper (containing 25 percent or more cotton or similar fibers)

37. Thin paper incl carbonizing, mimeograph & duplicating stencil tissue, tipping, condenser, cigarette paper, etc.

38. Cotton fiber paper (containing 25 percent or more cotton or similar fibers) & thin paper, nsk

39. Unbleached kraft (not less than 80 percent) packaging & industrial converting paper

40. Unbleached kraft shipping sack paper (meets minimum National specifications UU-S-48) & other unbleached kraft shipping sack paper

41. Unbleached kraft bag & sack paper (except shipping), incl grocers' & other unbleached kraft bag & sack for notion, millinery, etc.

42. Unbleached kraft wrapping & specialty packaging paper (92 lb or less), incl flour, sugar, dog food, fast foods, dairy products, etc.

43. Other unbleached kraft converting paper, incl creping (92 lb or less), asphalting paper, coating & laminating, gumming, etc.

44. Unbleached kraft (not less than 80 percent) packaging & industrial converting paper, nsk

45. Packaging & industrial converting paper, except unbleached kraft

46. Shipping sack paper (except unbleached kraft), incl combination kraft & rope, bleached & semibleached

47. Other bag & sack paper, except unbleached kraft & shipping, incl grocers', liquor, millinery, notion, variety, etc.

48. Specialty packaging (92 lb or less) & wrapping paper, except unbleached kraft (butcher, flour, sugar, fast foods, confectionery, etc.)

49. Other converting stock, incl asphalting & creping stocks (not more than 92 lb), coating & laminating, gummed, twisting & spinning stock (19 lb or more) & waxing stock (18 lb or more)

50. Glassine, greaseproof & vegetable parchment, all grades regardless of end use (92 lb or less)

51. Packaging & industrial converting paper, except unbleached kraft, nsk

52. Special industrial paper, except specialty packaging, incl absorbent, battery separator, electrical papers, etc.

53. Construction paper

54. Roofing felts, saturating & dry

55. Other construction paper, incl sheathing paper, floor covering felts, automotive, insulating paper blankets, etc.

56. Construction paper, nsk

57. Tissue paper & other machine-creped paper

58. Toilet tissue stock

59. Toweling paper stock, except wiper stock

60. Tissue paper & other machine-creped paper, excl toilet tissue stock & towelling paper stock

61. Facial tissue stock, except toweling, napkin & toilet

62. Napkin paper stock, except sanitary napkin stock wadding

63. Wiper tissue stock, regular, facial & wadding stock

64. Other sanitary paper stock, incl sanitary napkin stock wadding, aseptic paper stock,

reinforced paper stock, etc.

65. Wrapping tissue, incl florist tissue stock, hosiery paper, interleaving, antitarnish, etc.

66. Other tissue paper stock, incl waxing tissue stock, creped wadding for interior packaging (excl sanitary & thin)

67. Tissue paper & other machine-creped paper, nsk

68. Sanitary napkins & tampons (made in paper mills)

69. Sanitary napkins, incl maternity pads (made in paper mills)

70. Tampons (made in paper mills)

71. Sanitary napkins & tampons (made in paper mills), nsk

72. Paper, disposable diapers/similar products, made in paper mills

73. Paper, disposable diapers/similar products, made in paper mills

7

74. Disposable diapers (usually containing pulp or cellulose fibers) & similar disposable products (made in paper mills)

75. Disposable diapers, except adult (usually containing pulp or cellulose fibers), incl disposable training pants (made in paper mills)

76. Disposable adult diapers, usually containing pulp or cellulose fibers (made in paper mills)

77. Disposable incontinent pads & bedpads (made in paper mills)

78. Disposable diapers & similar disposable products (made in paper mills), nsk

79. Sanitary tissue paper products (made in paper mills)

80. Facial tissues & handkerchiefs, incl sputum wipes (made in paper mills)

81. Paper table napkins, bulk & dispenser industrial & retail package (resale) types (made in paper mills)

82. Paper, table napkins, ind./retail, bulk/dispenser, paper mills

83. Paper table napkins, industrial, regular type, single-ply, bulk (made in paper mills)

84. Paper table napkins, industrial, regular type, single-ply, dispenser (made in paper mills)
85. Paper table napkins, industrial (bulk & dispenser type), facial tissue type, two-ply or more (made in paper mills)

86. Paper table napkins, retail packages (resale), regular type, single-ply (made in paper mills)

87. Paper table napkins, retail packages (resale), facial tissue type, two-ply or more (made in paper mills)

88. Toilet tissue, rolls & ovals, retail packages (resale), facial tissue type, two-ply or more (made in paper mills)

89. Toilet tissue, rolls & ovals, retail packages (resale), regular type, single-ply (made in paper mills)

90. Toilet tissue, rolls & ovals, industrial & interfolded & flat package type (made in paper mills)

91. Toilet tissue, rolls & ovals, industrial, facial tissue type, two-ply or more (made in paper mills)

92. Toilet tissue, rolls & ovals, industrial, regular type, single-ply (made in paper mills)

93. Toilet tissue, interfolded & flat package (made in paper mills)

94. Paper towels (rolled, folded, or interfolded), industrial (made in paper mills)

95. Paper towels (rolled, folded, or interfolded), retail packages (resale) (made in paper mills)

96. Paper, towels, retail (rolled/folded/interfolded), paper mills

97. Paper towels (rolled, folded, or interfolded), retail packages (resale), single-ply (made in paper mills)

98. Paper towels (rolled, folded, or interfolded), retail packages (resale), two-ply or more (made in paper mills)

99. Other sanitary tissue paper products (made in paper mills)

100. Paper wipers (windshield, industrial & lithographic plate), except nonwoven (made in paper mills)

101. Other sanitary paper products, incl absorbent pads, toilet seat covers, bibs, headrests, tray covers, etc. (made in paper mills)

102. Paper, sanitary tissue products, other types, paper mills

103. Sanitary tissue paper products (made in paper mills), nsk

- 104. Paper (except newsprint) mill products, nsk, total
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106. Paper (except newsprint) mill products, nsk, administrative-record

59 MARKET RESEARCH CHAPTER

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SPREADSHEET CHAPTERS

PRODUCT CONSUMPTION - in US\$ by Country by Product/Service by Year: From 2007, Forecast to 2028 & 2045. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters, Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL REPORT MARKET DATABASE & SPREADSHEETS: 1332 World Database tables & Spreadsheets covering business scenarios. 1435 World Database tables & Spreadsheets covering Markets, Market Forecast, Financial Forecast, Financial Margins, Historic Financial, Historic Costs, Industry Norms for each country. 3816 National Database tables & Spreadsheets covering business scenarios.

FINANCIAL SPREADSHEETS & DATABASES: 188 Balance Sheet, Financial Margins & Ratios for each of 103 Business Scenarios - by Country by Year - From 2007, Forecast to 2028 & 2045.

INDUSTRY SPREADSHEETS & DATABASES: 820 Database tables & Spreadsheets covering Historic Industry Balance Sheet Data, Forecast Industry Financial Data, Industry Profiles & Norms - by Country by Year - From 2007, Forecast to 2028 & 2045.

NATIONAL DATA - by Country by Year.

The report is produced on a DVD containing the entire report web and databases; it is also delivered as an online download. Readers can access & reproduce the information for their own documents or reports. Tables & databases as Access & Excel formats enable readers to produce their own spreadsheet calculations and modelling.

107 Products covered for over 200 Countries: 2123 pages, 10076 spreadsheets, 9793 database tables, 582 diagrams & maps.

This database is updated monthly. 12 months Full After-Sales Services & Updates available from the publishers.

This report is also available as 9 Regional Reports: Canada and the USA, Central America (31 countries), South America (13 countries), Europe (45 countries), Eurasia (4 countries), Middle East (19 Countries), Africa (54 countries), Asia (48 countries), and Oceania (20 countries). This report is also available for individual countries.

REPORT EDITIONS

Paper

The World on Paper is available is several editions, and also there are various additional elements available from the After-Sales Service.

World Report & Database

The World Report & Database gives market data for Paper on each of the Product and Market Sectors for about 200 countries. There are data caveats on country data because in certain countries the data may not be available.

Cost: \$ 2850

Regional Report & Database

There are 9 Regional reports available which give market data for Paper on each of the Product and Market Sectors for countries in a particular Region. There are data caveats for some country data because in certain countries the data may not be available.

- 1. Canada & USA
- 2. Central America (31 Countries)
- 3. South America (13 Countries)
- 4. Europe (44 Countries)
- 5. Eurasia (4 Countries)
- 6. Middle East (19 Countries)
- 7. Africa (54 Countries)
- 8. Asia (24 Countries)
- 9. Oceania (17 Countries)

See the countries in each Regional Report Appendix 1

Cost: \$1850

Country Report & Database

There are Paper Country Reports available for most countries. Country Reports provide detailed information on the target country.

Cost: \$ 1250

Town & Country Report & Database

The Paper Town + Country Reports provides users with commercial intelligence on markets and industry in a particular country, plus market, financial and industry data on each of the significant Cities and Towns in the country. For the larger countries, like China, India, the USA, Brazil, et al, the data is generally limited to the top 500 Cities and Towns within the country.

Cost: \$ 2850

PAPER

Markets & Products

The report will give market data for each of the below Paper Product and Market Sectors, by year Historic: from 2007, and a Forecast by year to 2028 & 2045. Data will be given for about 200 countries.

To see what such Country spreadsheets looks like see: <u>http://www.datagroup.org/XLS_File_Samples/M0M.xls</u> <u>http://www.datagroup.org/XLS_File_Samples/Germany_Market.xls</u> <u>http://www.datagroup.org/XLS_File_Samples/Germany_Market_Values.xls</u> (US\$, Euros, Yen & Yuan)

In addition aggregate Market data is given as:

World / Global Totals (in US\$, Euros, Yen and Yuan) http://www.datagroup.org/XLS_File_Samples/WORLD_Market_Values_Dollar_Euro.xls http://www.datagroup.org/XLS_File_Samples/WORLD_Market_Values_Yen_Yuan.xls

9 Regional (Canada & USA, Central America, South America, Europe, Eurasia, Middle East, Africa, Asia, Oceania) Totals (in US\$, Euros, Yen and Yuan): http://www.datagroup.org/XLS_File_Samples/Europe_Market_Values_Dollar_Euro.xls http://www.datagroup.org/XLS_File_Samples/Europe_Market_Values_Yen_Yuan.xls

Year / Country Totals (2007 to 2028 & 2045). http://www.datagroup.org/XLS_File_Samples/Year_2010_Country_Values_Dollars.xls

The Paper World Report + Database provides data on the net market for the Products and Services covered in each of 205 countries. The Products and Services covered (Paper) are classified by the 5-Digit United States Commerce Department Major Product Codes and each Product and Services is then further defined and analysed by each 6 to 10-Digit United States Commerce Department Product Codes. 107 Products/Markets are covered, 2123 pages, 10076 spreadsheets, 9793 database tables, 582 illustrations. Updated monthly. 12 month After-Sales Service.

NAICS / SIC / Product Code definition: 322121 : Paper (except newsprint)

Products & Markets covered:

PAPER

1. Paper (except newsprint) mills

2. Paper (except newsprint) mills - integrated produc

3. Clay-coated groundwood printing & converting paper (containing more than 10 percent mechanical fiber), incl prime-coated body stock

4. Clay-coated freesheet printing & converting paper (containing not more than 10 percent mechanical fiber), incl prime-coated body stock

5. Clay-coated freesheet printing & converting paper, coated one side (containing not more than 10 percent mechanical fiber), incl prime-coated body stock

6. Clay-coated freesheet printing & converting paper, coated two sides (containing not more than 10 percent mechanical fiber), incl prime-coated body stock)

7. Clay-coated printing & converting paper, nsk

8. Paper (except newsprint) mills - nonintegrated pro

9. Uncoated freesheet paper (containing not more than 10 percent mechanical fiber)

10. Bond & writing paper & form bond in rolls, uncoated freesheet

11. Bond & writing paper, incl protective check, uncoated freesheet

12. Form bond paper in rolls, uncoated freesheet

13. Other writing paper, incl body stock for communication papers, technical & reproduction, tablet, ledger, onion skin, papeterie & wedding, etc., uncoated freesheet

14. Body stock for communication, copying & related papers, uncoated freesheet

15. Other uncoated freesheet technical & reproduction papers, incl mimeograph & gelatin & spirit process duplicating

16. Writing tablet paper, uncoated freesheet

17. Other writing paper, incl ledger, onion skin, papeterie & wedding, etc., uncoated freesheet

18. Publication & printing paper, uncoated freesheet, all types

19. Plain publication & printing paper, uncoated freesheet, incl machine finish, English finish,

antique, bulking, eggshell & supercalendered

20. Offset publication & printing paper, uncoated freesheet

21. Other uncoated publication & printing freesheet paper

22. Cover & text papers, envelope, body stock for coating & all other converting & miscellaneous uncoated freesheet paper

23. Cover & text papers, uncoated freesheet

24. Envelope (white wove) paper, uncoated freesheet

25. Kraft envelope (bleached kraft & brown kraft) paper, uncoated freesheet

26. Uncoated freesheet body stock paper for coating (base or raw stock for conversion of offmachine coating) & miscellaneous uncoated freesheet nec

27. Uncoated freesheet (containing not more than 10 percent mechanical fiber), nsk

28. Bleached bristols, excl cotton fiber index & bogus (weight more than 150 grams per sq meter)

29. Bleached bristols, excl cotton fiber index & bogus (weight more than 150 g per sq m)

30. Uncoated bleached bristol tag stock (weight more than 150 g per sq m)

31. Uncoated bleached bristol file folder stock (weight more than 150 g per sq m)

32. Other uncoated bleached bristols, incl tabulating card, index, printing & postcard stock

(weight more than 150 g per sq m), excl cotton fiber index & bogus

33. Coated bleached bristols (weight more than 150 g per sq m), excluding cotton fiber index & bogus

34. Bleached bristols (weight more than 150 g-m2), excl cotton fiber index & bogus, nsk

35. Cotton fiber paper (containing 25 percent or more cotton or similar fibers) & thin paper

36. Cotton fiber paper (containing 25 percent or more cotton or similar fibers)

37. Thin paper incl carbonizing, mimeograph & duplicating stencil tissue, tipping, condenser, cigarette paper, etc.

38. Cotton fiber paper (containing 25 percent or more cotton or similar fibers) & thin paper, nsk

39. Unbleached kraft (not less than 80 percent) packaging & industrial converting paper

40. Unbleached kraft shipping sack paper (meets minimum National specifications UU-S-48) &

other unbleached kraft shipping sack paper

41. Unbleached kraft bag & sack paper (except shipping), incl grocers' & other unbleached kraft bag & sack for notion, millinery, etc.

42. Unbleached kraft wrapping & specialty packaging paper (92 lb or less), incl flour, sugar, dog food, fast foods, dairy products, etc.

43. Other unbleached kraft converting paper, incl creping (92 lb or less), asphalting paper, coating & laminating, gumming, etc.

44. Unbleached kraft (not less than 80 percent) packaging & industrial converting paper, nsk

45. Packaging & industrial converting paper, except unbleached kraft
46. Shipping sack paper (except unbleached kraft), incl combination kraft & rope, bleached & semibleached

47. Other bag & sack paper, except unbleached kraft & shipping, incl grocers', liquor, millinery, notion, variety, etc.

48. Specialty packaging (92 lb or less) & wrapping paper, except unbleached kraft (butcher, flour, sugar, fast foods, confectionery, etc.)

49. Other converting stock, incl asphalting & creping stocks (not more than 92 lb), coating & laminating, gummed, twisting & spinning stock (19 lb or more) & waxing stock (18 lb or more)

50. Glassine, greaseproof & vegetable parchment, all grades regardless of end use (92 lb or less)

51. Packaging & industrial converting paper, except unbleached kraft, nsk

52. Special industrial paper, except specialty packaging, incl absorbent, battery separator, electrical papers, etc.

53. Construction paper

54. Roofing felts, saturating & dry

55. Other construction paper, incl sheathing paper, floor covering felts, automotive, insulating paper blankets, etc.

- 56. Construction paper, nsk
- 57. Tissue paper & other machine-creped paper
- 58. Toilet tissue stock
- 59. Toweling paper stock, except wiper stock
- 60. Tissue paper & other machine-creped paper, excl toilet tissue stock & towelling paper stock
- 61. Facial tissue stock, except toweling, napkin & toilet
- 62. Napkin paper stock, except sanitary napkin stock wadding
- 63. Wiper tissue stock, regular, facial & wadding stock

64. Other sanitary paper stock, incl sanitary napkin stock wadding, aseptic paper stock,

reinforced paper stock, etc.

65. Wrapping tissue, incl florist tissue stock, hosiery paper, interleaving, antitarnish, etc.

66. Other tissue paper stock, incl waxing tissue stock, creped wadding for interior packaging (excl sanitary & thin)

- 67. Tissue paper & other machine-creped paper, nsk
- 68. Sanitary napkins & tampons (made in paper mills)
- 69. Sanitary napkins, incl maternity pads (made in paper mills)
- 70. Tampons (made in paper mills)
- 71. Sanitary napkins & tampons (made in paper mills), nsk
- 72. Paper, disposable diapers/similar products, made in paper mills
- 73. Paper, disposable diapers/similar products, made in paper mills

74. Disposable diapers (usually containing pulp or cellulose fibers) & similar disposable products (made in paper mills)

75. Disposable diapers, except adult (usually containing pulp or cellulose fibers), incl disposable training pants (made in paper mills)

- 76. Disposable adult diapers, usually containing pulp or cellulose fibers (made in paper mills)
- 77. Disposable incontinent pads & bedpads (made in paper mills)
- 78. Disposable diapers & similar disposable products (made in paper mills), nsk
- 79. Sanitary tissue paper products (made in paper mills)
- 80. Facial tissues & handkerchiefs, incl sputum wipes (made in paper mills)

81. Paper table napkins, bulk & dispenser industrial & retail package (resale) types (made in paper mills)

- 82. Paper, table napkins, ind./retail, bulk/dispenser, paper mills
- 83. Paper table napkins, industrial, regular type, single-ply, bulk (made in paper mills)

84. Paper table napkins, industrial, regular type, single-ply, dispenser (made in paper mills)

85. Paper table napkins, industrial (bulk & dispenser type), facial tissue type, two-ply or more (made in paper mills)

86. Paper table napkins, retail packages (resale), regular type, single-ply (made in paper mills)

87. Paper table napkins, retail packages (resale), facial tissue type, two-ply or more (made in paper mills)

88. Toilet tissue, rolls & ovals, retail packages (resale), facial tissue type, two-ply or more (made in paper mills)

89. Toilet tissue, rolls & ovals, retail packages (resale), regular type, single-ply (made in paper mills)

90. Toilet tissue, rolls & ovals, industrial & interfolded & flat package type (made in paper mills)

91. Toilet tissue, rolls & ovals, industrial, facial tissue type, two-ply or more (made in paper mills)

92. Toilet tissue, rolls & ovals, industrial, regular type, single-ply (made in paper mills)

93. Toilet tissue, interfolded & flat package (made in paper mills)

94. Paper towels (rolled, folded, or interfolded), industrial (made in paper mills)

95. Paper towels (rolled, folded, or interfolded), retail packages (resale) (made in paper mills)

96. Paper, towels, retail (rolled/folded/interfolded), paper mills

97. Paper towels (rolled, folded, or interfolded), retail packages (resale), single-ply (made in paper mills)

98. Paper towels (rolled, folded, or interfolded), retail packages (resale), two-ply or more (made in paper mills)

99. Other sanitary tissue paper products (made in paper mills)

100. Paper wipers (windshield, industrial & lithographic plate), except nonwoven (made in paper mills)

101. Other sanitary paper products, incl absorbent pads, toilet seat covers, bibs, headrests, tray covers, etc. (made in paper mills)

102. Paper, sanitary tissue products, other types, paper mills

103. Sanitary tissue paper products (made in paper mills), nsk

104. Paper (except newsprint) mill products, nsk, total

105. Paper (except newsprint) mill products, nsk, nonadministrative-record

106. Paper (except newsprint) mill products, nsk, administrative-record

Geographic Coverage

Albania Algeria Angola Argentina Armenia Aruba Australia Austria Azerbaijan **Bahamas** Bahrain Bangladesh **Barbados Belarus Belgium Belize Bhutan Bolivia** Bosnia + Herzegovina **Botswana** Brazil Brunei Bulgaria **Burma** Cambodia Cameroon Canada Chile China Colombia **Republic of Congo** D R Congo - Zaire Costa Rica Cote d'Ivoire Croatia Cuba Cyprus Czech Republic Denmark Dominica **Dominican Republic** Ecuador Egypt El Salvador Estonia Ethiopia Finland France French Guiana Gabon Gambia Georgia

Germany Ghana Greece Guadeloupe Guatemala Guinea Guinea-Bissau Guyana Haiti **Honduras** Hong Kong Hungary Iceland India Indonesia Iran Iraq Ireland Israel Italy Jamaica Japan Jordan Kazakhstan Kenya Korea South **Kuwait Kyrgyzstan** Laos Latvia Lebanon Lesotho Liberia Libya Lithuania Luxembourg Macedonia Madagascar Malawi Malaysia Martinique Mauritius Micronesia Mexico Moldova Mongolia Morocco Mozambique Namibia **Netherlands Netherlands Antilles New Zealand**

Nicaragua Nigeria Norway Oman Pakistan Panama Papua Paraguay Peru **Philippines** Poland Portugal **Puerto Rico** Qatar Reunion Romania Russia Saudi Arabia Senegal Serbia + Montenegro Sierra Leone Singapore Slovakia Slovenia South Africa Spain Sri Lanka Sudan Suriname Swaziland Sweden Switzerland Syria Taiwan Tajikistan Tanzania Thailand Trinidad Tunisia Turkey Turkmenistan Uganda Ukraine **United Arab Emirates United Kingdom United States** Uruguay Uzbekistan Venezuela Vietnam Zambia Zimbabwe

See Data Caveat below.

Financial data

The databases will give Financial data for each of the below Paper Financial Data and Margins, by country, by year Historic from 2007, and a Forecast by year to 2028 & 2045. Data will be given for EACH of the countries covered.

Balance Sheet Data

To see what such a spreadsheet looks like: <u>http://www.datagroup.org/XLS_File_Samples/FOM.xls</u>

Total Sales, Domestic Sales, Exports, Pre-tax Profit, Interest Paid, Non-trading Income, Operating Profit, Depreciation: Structures, Depreciation: Plant and Equipment, Depreciation: Miscellaneous Items, Total Depreciation, Trading Profit, Intangible Assets, Intermediate Assets, Fixed Assets: Structures, Fixed Assets: Plant and Equipment, Fixed Assets: Miscellaneous Items, Fixed Assets, Capital Expenditure on Structures, Capital Expenditure on Plant and Equipment, Capital Expenditure on Vehicles, Capital Expenditure on Data Processing Equipment, Capital Expenditure on Miscellaneous Items, Total Capital Expenditure, Retirements: Structures, Retirements: Plant and Equipment, Retirements: Miscellaneous Items, Total Retirements, Total Fixed Assets, Finished Product Stocks, Work in Progress as Stocks, Materials as Stocks, Total Stocks / Inventory, Debtors, Total Maintenance Costs, Services Purchased, Miscellaneous Current Assets, Total Current Assets, Total Assets, Creditors, Short Term Loans, Miscellaneous Current Liabilities, Total Current Liabilities, Net Assets / Capital Employed, Shareholders Funds, Long Term Loans, Miscellaneous Long Term Liabilities, Workers, Hours Worked, Work in 1st Quarter, Work in 2nd Quarter, Work in 3rd Quarter, Work in 4th Quarter, Total Employees, Raw Materials Cost, Finished Materials Cost, Fuel Cost, Electricity Cost, Total Input Supplies / Materials and Energy Costs, Payroll Costs, Wages, Directors' Remunerations, Employee Benefits, Employee Commissions, Total Employees Remunerations, Sub Contractors, Rental & Leasing: Structures, Rental & Leasing: Plant and Equipment, Total Rental & Leasing Costs, Maintenance: Structures, Maintenance: Plant and Equipment, Communications Costs, Miscellaneous Expenses, Sales Personnel Variable & Commission Costs, Sales Expenses and Costs, Sales Materials Costs, Total Sales Costs, Distribution Fixed Costs, Distribution Variable Costs, Warehousing Fixed Costs, Warehousing Variable Costs, Physical Handling Fixed Costs, Physical Handling Variable Costs, Physical Process Fixed Costs, Physical Process Variable Costs, Total Distribution and Handling Costs, Mailing & Correspondence Costs, Media Advertising Costs, Advertising Materials & Print Costs, POS & Display Costs, Exhibition & Events Costs, Total Advertising Costs, Product Returns & Rejection Costs, Product Installation & Re-Installation Costs, Product Breakdown & Post Installation Costs. Product Systems & Configuration Costs. Product Service & Maintenance Costs. Customer Problem Solving & Customer Complaint Costs, Total After-Sales Costs, Total Marketing Costs, New Technology Expenditure, New Production Technology Expenditure, Total Research and Development Expenditure, Total Operational & Process Costs, Debtors within Agreed Terms, Debtors Outside Agreed Terms, Un-recoverable Debts.

Financial Margins & Ratios Data

To see what such a spreadsheet looks like: http://www.datagroup.org/XLS_File_Samples/GOM.xls

Return on Capital, Return on Assets, Return on Shareholders' Funds, Pre-tax Profit Margins, Operating Profit Margin, Trading Profit Margin, Return on Investment, Assets Utilisation (given as a ratio of Sales to Total Assets), Sales as a ratio of Fixed Assets, Stock Turnover (Sales as a ratio of Stocks), Credit Period, Creditors' Ratio (given as Creditors divided by Sales times 365 days), Default Debtors given as a Ratio of Total Debtors, Un-Recoverable Debts given as a Ratio of Total Debts, Working Capital / Sales, Materials & Energy Costs as a % of Sales, Added Value, Investment as a Ratio of Added Value, Value of Plant & Equipment as a % of Sales, Vertical Integration (Value Added as a % of Sales), Research & Development Investment as a % of Sales, Capital Expenditure Investment as a % of Sales, Marketing Costs as a % of Sales, Current Ratio (Current Assets as a ratio of Current Liabilities), Quick Ratio, Borrowing Ratio (or Total Debt as a ratio of Net Worth), Equity Ratio (Shareholders Funds as a ratio of Total Liabilities), Income Gearing, Total Debt as a ratio of Working Capital, Debt Gearing Ratio (Long Term Loans as a ratio of Net Worth), Average Remuneration (all employees - full and part), Profit per Employee, Sales per Employee, Remunerations / Sales, Fixed Assets per Employee, Capital Employed per Employee, Total Assets per Employee, Value of Average Investment per Employee, Value Added per Employee, Materials Costs as a % of Sales, Wage Costs as a % of Sales, Payroll and Wages as a Ratio to Materials, Variable Costs as a % of Sales, Fixed Costs as a % of Sales, Fixed Costs as a Ratio of Variable Costs, Distribution Costs as a % of Sales, Warehousing Costs as a % of Sales, Physical Costs as a % of Sales, Fixed as a Ratio of Variable Distribution Costs, Fixed as a Ratio of Variable Warehousing Costs, Fixed as a Ratio of Variable Physical Costs, Fixed as a Ratio of Variable Total Distribution & Handling Costs, Product Returns & Rejections Costs as a % of Sales, Product Installation & Associated Costs as a % of Sales, Product Breakdown & Associated Costs as a % of Sales, Product Systems & Associated Costs as a % of Sales, Product Service & Associated Costs as a % of Sales, Customer Complaint & Associated Costs as a % of Sales, Stock Work in Progress & Materials as a Ratio of Finished Products, Stock Materials as a Ratio of Work in Progress, Un-recoverable Debts as a Ratio of Total Debt, Un-recoverable Debts as a Ratio of Debts Within Agreed Terms, Total Sales Costs as a % of Sales, Total Distribution & Handling Costs as a % of Sales, Total Advertising Costs as a % of Sales, Total After-Sales Costs as a % of Sales, Total Customer Compensation Costs as a % of Sales, Total Variable Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a Ratio of Total Variable Marketing Co, Variable Sales Personnel Costs as a Ratio of Marketing Costs, Variable Distribution & Handling Costs as a Ratio of Marketing Costs, Variable Advertising Costs as a Ratio of Marketing Costs, Variable After-Sales Costs as a Ratio of Marketing Costs, Sales Personnel Variable Costs as a Ratio of Sales, Sales Personnel Variable Costs as a Ratio of Debtors, Sales Personnel Variable Costs as a Ratio of Un-Recoverable Debtors, Exports as a % of Sales, \$ Hourly Pay Rate, \$ Hourly Wage Rate, Capital Employed.

General Contents

Paper World

This report provides users with commercial intelligence on markets and industries in over 200 countries. The report analyses the world markets with a basic point of reference, namely a base country. The Client can select the base reference country when ordering the database.

These reports are formatted to give both a narrative description of the various matters covered as well as provide readers with the ability to directly use the Chapters (via Microsoft Word or compatible word processors) to produce their own reports and documentation. Experienced users will be able to use the spreadsheet and databases to generate highly detailed narrative reports, charts and graphics - as well as sophisticated business and commercial forecasts and models. The databases are provided in both Excel spreadsheets and an Access database. Explanatory notes are provided as Word documents or in PDF formats.

As an entry level product the narrative is necessarily illustrative in its terminology and seeks to provide a basic degree of business logic and theory which indicates the rational applied in the forecasting and modelling methodology.

The databases are specifically designed to provide users with a uniform and consistent numeric measure of both (normally) quantifiable values as well as conceptual factors which are (usually) only capable of qualification. Experienced users will know how to apply forecasting and modelling software to the numeric data provided to generate highly detailed and discrete business planning models. The databases provided in this report can be used directly with databases on other product, markets and industries in other countries. The databases are specifically designed to be transnational, currency neutral, inflation and purchasing parity adjusted, product parity and product equivalent adjusted, opportunity cost adjusted, and numerically compatible; they all can be linked or merged programmatically in business planning models to provide multi-national and multi-level analysis.

The report databases are designed to give a common definition, unit of measure and quantification of markets in over 200 countries. These reports rely on data collection at various levels of the product flow; this effectively means, the producer, the distribution channels and the end user or consumers. This data is then correlated with any national and international statistical data produced by official agencies. Unfortunately, product flow data gathering in some countries is difficult, and furthermore the official statistical data is both inaccurate and sparse. In such circumstances, in some countries, we have to flag a Data Caveat as a warning.

Choice of Base Reference Country

As report databases are generated specifically for each client order, the client can select which Base Country the database uses. The choice of a Base Country is important as it puts the database into the client's own perspective. This is important, for example, in respect of Purchasing Parity data or the results of End User Survey data where the world data is presented from the relative position of the Base Country. Where a client does not specify a Base Reference country, the database is generated with the Base Reference country being the same country as the client.

Market Research Contents

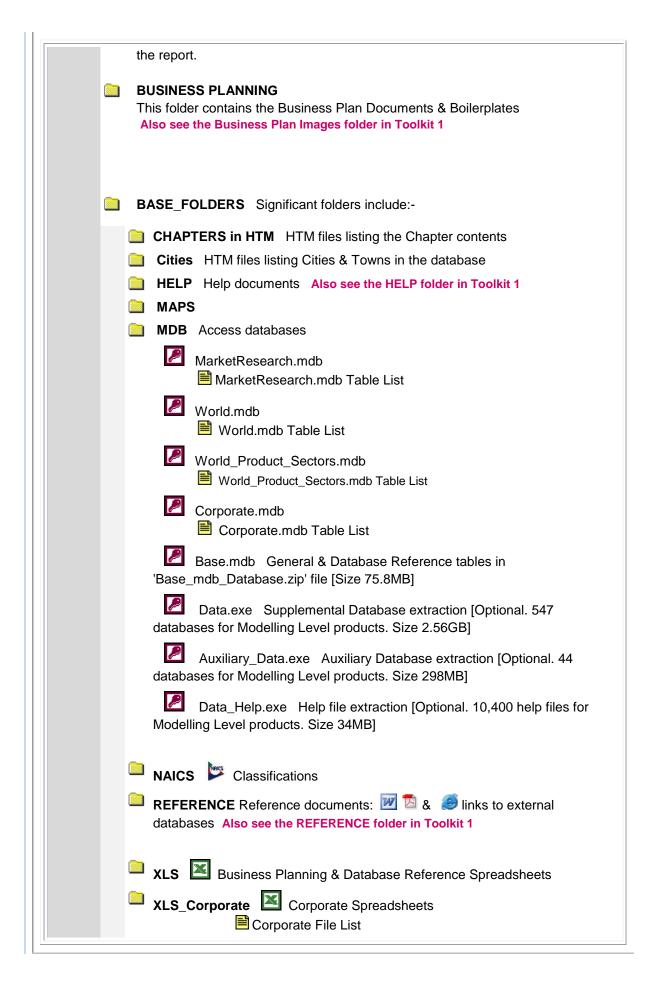
Please also see the Notes to the contents: Notes

Within each heading there are links with detailed descriptions and explanation of the contents; these can be opened when the link is clicked.

| Chapters | Pages | Volumes | Diagrams, Maps & Illustrations | Spreadsheets & Database tables |
|----------|-------|--------------|-----------------------------------|--------------------------------|
| 59 | 2123 | Online & DVD | c. 550 | c. 9000 |

The Paper World Report + Database provides data on the net market for the Products and Services covered in each of 205 countries. The Products and Services covered (Paper) are classified by the 5-Digit United States Commerce Department Major Product Codes and each Product and Services is then further defined and analysed by each 6 to 10-Digit United States Commerce Department Product Codes. 107 Products/Markets are covered, 2123 pages, 10076 spreadsheets, 9793 database tables, 582 illustrations. Updated monthly. 12 month After-Sales Service.

Databases & Structures Paper Report Database Root Folder This folder contains a number of general files, plus the various main Chapter Files. **Summary Documents** The Report contains 2 Summary documents for the Market Research which can be opened in a Browser or as a Word document and paginated. If required these files can then be saved as PDF files:-1. MR Executive Summary Brief.html of about 70 pages. 2. MR_Executive_Summary.html of about 950 pages. Market Research This folder contains the main Market Research files. **Corporate Research** Where the database is specified as having Corporate Intelligence, this folder contains the main Corporate Research files. **Research Data** This folder contains the Market Research files which are specific to the edition of





There are additional resources to be found in Toolkit 1 which can be used to assist the interpretation and manipulation of the database. These are:-

- 1. Data Manuals on the Report Contents
- 2. Documents & Templates on the Report Contents
- 3. Help files on the Report Contents
- 4. Manuals & Templates on the Report Contents

NAICS / SIC coded reports and databases

This database is a Market database which is designed to be compatible with U.S. government databases.

For NAICS / SIC coded reports and databases, the report structures, datasets, field names, et al, are an analogue of U.S. Department of Commerce databases, and the U.S. Census databases, are designed to provide an analogue of U.S. Census data, but in a worldwide context. The products are described under their NAICS or SIC coding. This coding system classifies products within Product Codes.

For a full explanation of the NAICS coding system see: http://www.census.gov/eos/www/naics/

These product / revenue lines codes are of course determined by the U.S. Government agencies.

However if users want additional data then this can be extracted from the various databases and surveys as part of the After-Sales Service.

For a detailed Table of Contents for each chapter, database or spreadsheet: **click** on the Blue **headings shown below. This will open a page in your browser which fully specifies the contents of** that heading.

Spreadsheets Financial ▲ Competitive ▲ Industry ▲ Critical Parameters ▲ Market ▲ Decision Makers ▲ Market ▲ Market Segmentation ▲ Market ↓ Hording Costs ▲ Performance ▲ Product Launch ▲

Chapters

- 1 OVERSEAS DEVELOPMENT
- 2 ADMINISTRATION
- 3 ADVERTISING
- 4 BUYERS COMMERCIAL OPERATIONS
- 5 BUYERS COMPETITORS
- 6 BUYERS MAJOR CITY
- 7 BUYERS PRODUCTS
- 8 BUYERS TRADE CELL
- 9 COMPETITIVE INDUSTRY ANALYSIS
- 10 COMPETITOR ANALYSIS
- 11 COUNTRY FOCUS
- 12 DISTRIBUTION
- 13 FINANCIAL BUSINESS DECISION SCENARIOS
- 14 FINANCIAL CAPITAL COSTS FINANCIAL SCENARIOS
- 15 FINANCIAL CASHFLOW OPTION SCENARIOS

Paper

- 16 FINANCIAL COST STRUCTURE SCENARIOS
- 17 FINANCIAL HISTORIC INDUSTRY BALANCE SHEET
- 18 FINANCIAL HISTORIC MARKETING COSTS & MARGINS
- 19 FINANCIAL INVESTMENT + COST REDUCTION SCENARIOS
- 20 FINANCIAL MARKET CLIMATE SCENARIOS
- 21 FINANCIAL MARKETING COSTS
- 22 FINANCIAL MARKETING EXPENDITURE SCENARIOS
- 23 FINANCIAL MARKETING MARGINS
- 24 FINANCIAL STRATEGIC OPTIONS SCENARIOS
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- 27 GEOGRAPHIC DATA
- 28 INDUSTRY NORMS
- 29 MAJOR CITY MARKET ANALYSIS
- ³⁰ MARKET CAPITAL ACCESS SCENARIOS
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- 33 MARKET INVESTMENT + COSTS SCENARIOS
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- 35 MARKET RISK SCENARIOS
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- 53 PROMOTIONAL MIX
- ⁵⁴ SALESFORCE DECISIONS
- 55 SALES PROMOTION
- 56 SURVEYS
- 57 TARGETS PRODUCT + MARKET
- 58 TECHNOLOGY
- 59 TRADE CELL ANALYSIS

| Countries | Market | Market Forecast | Financial Forecast | Financial Margins | Historic Financial | Historic Costs | Industry Norms |
|------------------------|------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|-------------------|
| Albonio | Market | Forecast | Forecast | Forecast | Historic | Historia | Norms |
| Albania Algeria | Market | Forecast Forecast | Forecast Forecast | Forecast | Historic | Historic Historic | Norms |
| Angola | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Argentina | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Armenia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Aruba | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Australia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Austria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Azerbaijan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bahamas | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bahrain | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bangladesh | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Barbados | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belarus | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belgium | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belize | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bermuda | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bhutan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bolivia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bosnia & Herzegovina | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Botswana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Brazil | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Brunei | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bulgaria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cambodia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cameroon | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Canada | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Chad Chile | Market Market | Forecast Forecast | Forecast Forecast | Forecast Forecast | Historic Historic | Historic Historic | Norms Norms |
| China | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Colombia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Costa Rica | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cote d'Ivoire | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Croatia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cuba | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cyprus | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Czech Republic | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Denmark | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Dominica | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Dominican Republic | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ecuador | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Egypt | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| El Salvador | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Estonia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ethiopia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Finland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| France | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
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| Georgia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Germany | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ghana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Greece | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guadeloupe | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guatemala | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
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| Portugal | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Puerto Rico | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Qatar | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Reunion | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Romania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Russia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Saudi Arabia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Senegal | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Serbia & Montenegro | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sierra Leone | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Singapore | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Slovakia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Slovenia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| South Africa | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| South Korea | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Spain | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sri Lanka | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Suriname | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Swaziland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sweden | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Switzerland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Syria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Taiwan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tajikistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tanzania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Thailand | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Trinidad & Tobago | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tunisia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Turkey | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Turkmenistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uganda | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ukraine | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United Arab Emirates | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United Kingdom | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United States | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uruguay | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uzbekistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Venezuela | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Vietnam | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Virgin Islands | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Zambia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Zimbabwe | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |

The Data Caveat

The report databases are designed to give a common definition, unit of measure and quantification of markets in over 200 countries. These reports rely on data collection at various levels of the product flow; this effectively means, the producer, the distribution channels and the end user or consumers. This data is then correlated with any national and international statistical data produced by official agencies. Unfortunately, product flow data gathering in some countries is difficult, and furthermore the official statistical data is both inaccurate and sparse. In such circumstances, in some countries, we have to flag a Data Caveat as a warning. What this means is that in some countries the data is not sufficiently verifiable for statistical purposes and in those cases the data may not be presented.

Methodology

For a general description of the methodology used to prepare this database see: Methodology

For more information on DataGroup methodology please ask for a copy of the DataGroup Methodology Manual.

Deliverables

The report will be provided as follows:

- 1. Executive Brief (90 pages) & Executive Summary (900 pages).
- 2. Online downloadable Zipped Database & Report.
- 3. Back-up DVD with Report and Report Database.
- 4. 12 months After-Sales Service.
- 5. 1-2 hour Teleconference / Teamviewer presentation of the report findings if required. See After-Sales Service
- 6. Dedicated web site access for the report & databases if required. See After-Sales Service.

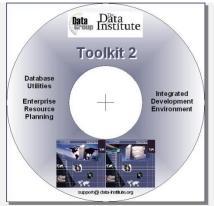
Toolkits

To assist users there are various Toolkits available on request:

Toolkit 1 & Toolkit 2

The Files, Data, Documents, Software, Tools, Utilities and other items provided on these DVDs are supplied for the sole use of the recipient. These items are the property of the publishers concerned and they may not be released or distributed without the express permission of the publisher of each item.





DVD 1

- 1. Data Manuals
- 2. Document Templates
- 3. Help files
- 4. Manuals Templates
- 5. Microsoft Utilities
- 6. OpenOffice
- 7. Business Plan Images
- 8. Reference files
- 9. US Census Data Tools

Because all DataGroup and Data Institute database are directly compatible with U.S. Government databases (especially the Department of Commerce, US census, NIST, Treasury, et al) it is sometimes useful for users to use US Government data handling tools to manage not only US Government data, but also the data provided by DataGroup and Data Institute. Alternatively, if you are already using this US Government software you can simply access the DataGroup and Data Institute databases with the same software. In generate DataGroup and Data Institute databases use the same database parameters, structures and field names as those found in US Government databases, and thus uses can correlate and query databases without undue difficulty.

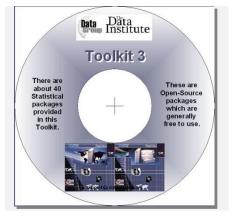
10. Utilities & Tools

DVD 2

- 11. Database Utilities
- 12. Enterprise Resource Planning
- 13. Integrated Development Environment

If you intend to implement DataGroup and Data Institute databases online (internet or intranet) then an Integrated Development Environment is often the easiest route to data dissemination and data manipulation.

Paper



Toolkit 3 DVD 3

There are about 40 Statistical packages provided in this Toolkit. These are Open-Source packages which are generally free to use.

There are about 40 Statistical packages provided in this Toolkit.

These are Open-Source packages which are generally free to use.

The following packages are available:-

acsIX, ADaMSoft, ADMB, AMPL, Analyse-it, Analytica, Angoss, APMonitor, ASReml, Automlab, Baudline, Bayesian Filtering Library, BMDP, BV4.1, CalEst, Ch, Chronux, COMSOL Script, CSPro, DADiSP, DAP, Data Applied, Dataplot, Demetra+, EJS, ELKI, Epi Info, Euler Mathematical Toolbox, EViews, FAME, FEniCS Project, Fityk, FlexPro, GAUSS, Genedata Analyst, GenStat, GeoDA, GLIM, GNU Data Language, GraphPad InStat, GraphPad Prism, gretl, Hermes, IBM SPSS Modeler, IBM SPSS Statistics, IDAMS/WinIDAMS, IDL, IGOR Pro, IMSL Numerical Libraries, Izenda, JAGS, JHepWork, JMP, JMulTi, Julia, KPP, LabPlot, LISREL, Macsyma, Madagascar, MadArtSoft, Madeline, Maple, Mathcad, Mathemagix., Mathematica, MATLAB, MCSim, MedCalc, Minitab, MINUIT, MLwiN, Mondrian, NCAR Command Language, NCSS, NMath Stats, numberGo Publisher, NumXL, Octave, O-Matrix, OpenBUGS, OpenEpi, OpenMx, OptimJ, Orange, Origin, OriginPro, PARI/GP, Partek, PAW, Perl Data Language, Ploticus, Primer-E Primer, PSPP, PV-WAVE, Q research software, QtiPlot, Quantum, R, R Commander, R Rattle GUI, RapidMiner, RATS, Revolution Analytics, ROOT, Sage, SALOME, Salstat, SAS, scikit-learn, Scilab, SciPy, SHAZAM, Shogun, SigmaStat, SigmaXL, Simfit, Simul, SOCR, SOFA Statistics, SPC XL, Speakeasy, S-PLUS, SPSS, Stata, Statgraphics, STATISTICA, Statistical Lab, Stat-JR, Stats Helper, StatXact, SUDAAN, Systat, The Unscrambler, Trilinos, Unistat, VisSim, Waffles, Weka, WinBUGS, Winpepi, X-12-ARIMA, XLfit, Xlisp-stat, XploRe, Yorick.

Toolkit 4 & Toolkit 5

These are optional Toolkits which are supplied on request.

Microsoft Server 2003 utilities and resources. These are for clients implementing databases on Microsoft Server 2003 systems.

Microsoft Server 2008 utilities and resources for clients implementing databases on Microsoft Server 2008 systems. Microsoft Server 2012 migration utilities are also provided in this Toolkit.



DVD 4 Microsoft Server 2003 utilities and resources. These are for clients implementing databases on Microsoft Server 2003 systems.

DVD 5 Microsoft Server 2008 utilities and resources for clients implementing databases on Microsoft Server 2008 systems. Microsoft Server 2012 migration utilities are also provided in this Toolkit.

Proprietary Software package compatibility

If you use proprietary corporate planning software then it is easy to use these databases as they are compatible with the following packages:-

Some Compatible Software products (See the Database Support site for a full list)

Project Management Software: 24SevenOffice, Assembla, AtTask, Basecamp, Central Desktop, Cerebro, Clarizen, codeBeamer, Collabtive, Concerto, Contactizer, CredAbility.info, dotProject, Easy Projects .NET, eGroupWare, FastTrack Schedule, Feng Office Community Edition, FogBugz, GanttProject, Gemini, Genius Inside, Glasscubes, Huddle, Hyperoffice, InLoox, JIRA, Journyx, Kayako, KForge, KPlato, Launchpad, LiquidPlanner, LisaProject, MacProject, MantisBT, MatchWare MindView 3 Business, Merlin, MicroPlanner X-Pert, Microsoft Office Project Server, Microsoft Project, Mingle, O3spaces, OmniPlan, Open Workbench, OpenProj, Oracle Project Portfolio Management, Planisware 5, Planner Suite, Pmplus+, Primavera Project Planner, Project KickStart, Project.net, Project-Open, Projectplace, ProjectSpaces, Projektron BCS, PSNext, QdPM, QuickBase, Redmine, Rachota, SAP RPM, Smartsheet, TaskJuggler, Teamcenter, Teamwork, Tenrox, Trac, TrackerSuite.Net, Ubidesk, VPMi, WorkLenz, WorkPLAN Enterprise, workspace.com, WebSPOC, Wrike, Zoho Projects

ERP Packages: Adempiere, BlueErp, Compiere, Dolibarr, Fedena, GNU Enterprise, JFire, Kuali Foundation, LedgerSMB, OFBiz, Openbravo, OpenERP, Opentaps, Postbooks, SQL-Ledger, Tryton, WebERP, 1C:Enterprise, 24SevenOffice Start / Premium / Professional, abas ERP, Accpac, Agresso Business World, AMS Advantage, BatchMaster ERP, Bowen & Groves, CGram Enterprise, Clear Enterprise, Comarch Altum, Compass ERP, Compiere, Comprehensive Patient Administrator, COA Solutions Ltd - Smart Business Suite, Consona Corporation – Intuitive / Made2manage / AXIS / Cimnet / Encompix / DTR, Epicor Enterprise, Global Shop Solutions One-System ERP Solutions, HansaWorld, ERP Adage (Adage), ERP LN (Baan), ERP LX (BPCS), ERP SL (SyteLine), ERP Swan (Swan), ERP SX.Enterprise (SX.Enterprise), ERP VE (Visual Enterprise), ERP XA (MAPICS), IFS Applications, JD Edwards EnterpriseOne & JD Edwards World, JustFoodERP.com, kVASy4, Kingdee, Lawson M3 / Movex, Lawson S3, Log-net, Maximo (MRO), Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics SL, Momentum, MyWorkPLAN, NetSuite, Openda QX, OpenMFG, Oracle e-Business Suite, Paradigm, PeopleSoft, Plex Online, QAD Enterprise Applications, Ramco Enterprise Series 4.x, Ramco e.Applications, Ramco On Demand ERP, MAS 90, MAS 200, MAS 500, Technology One, SAGE ACCPPAC, SAGE Pro ERP, SAGE ERP X3, SAP Business Suite, SAP Business ByDesign, SAP Business One, SAP Business All-in-One, TaskHub, SYSPRO, SYS-APPS, mySAP, Visibility.net, WorkPLAN Enterprise

Enterprise Feedback Management Systems: SynGro, Perseus (Vovici), Clicktools, DatStat, Inquisite, SPSS, FIRM (Confirmit), NetReflector, Allegiance, Enetrix, Satmetrix, RightNow Technologies, Mindshare Technologies, Data Illusion, KeySurvey (WorldAPP), Kinetic Data, CustomerSat (MarketTools), Medallia, Interview SA, Surveynomics, Invoke Solutions, Qualtrics, Fizzback, Grimmersoft, QuestManager, QuestBack, Globalpark, DataCycles, Dub Studios, eLustro, Kinesis Survey Technologies, Knowledge Wave, myK (myKnowledge), mySurveyLab.com, QuickSearch, Ransys, ResponseTek Networks Corp., TalkFreely, XTCO, Zarca

Resource Web

Sometimes clients also want the data loaded onto a password protected dedicated website for the use of their staff and/or any other persons they may authorise.

The main benefit of these Resource Webs is that the data is available to all the client's staff and professional advisors wherever they may be, and also when data is updated or new data is added then there is a common and know point of access for that data. Resource Webs are maintained for the use of the client for a period of 12 months from the data of the last data addition or update to that site.

These dedicated web sites are provided as part of the After-Sales Service.

http://www.datagroup.org/about-resource-webs.html

For a more detailed view of a typical Resource Web:

http://www.eni-italy.info produced for ENI, the Italian Oil group

This Paper Report & Database is an Entry Level product

As an entry level product the narrative is necessarily illustrative in its terminology and seeks to provide a basic degree of business logic and theory which indicates the rational applied in the forecasting and modelling methodology. First time users should read the Database Introduction as well as the Notes and Definitions links found in each Chapter. There are subtle statistical nuances to some of the spreadsheets and databases which will help the user to fine-tune their models and forecasts to obtain maximum effect and greater accuracy. The database flow chart and database description should be consulted when applying statistical and modelling software.

Data Product levels

Because of the sheer volume of data potentially available from DataGroup it has been necessary to create a number of product levels which can provide clients with as little or as much data as one needs. Clients can upgrade their Product level if required.

Entry level

Entry level products provide the most basic degree of information supplied by DataGroup. This product can be used to build upon for various business forecasting and planning application. Typically for a World this level will produce a database and spreadsheet count of over 9,000 record sets. Each record, if converted into graphs, will itself produce between 1 to 300 graphs.

Corporate Modelling level

The Corporate level modelling products provide the tools and information for medium and long term corporate forecasting and planning. These products are bespoke and are specific to the client company in question. Typically this level will produce a count of over 24,000 record sets.

Econometric Modelling level

The Econometric level modelling products provide the tools and information for industry level, national, and international medium and long term forecasting and planning. These products are bespoke and are specific to the industry and/or geographic reach of the client company in question. Typically this level will produce a database and spreadsheet count of over 39,000 record sets.

Presentation level

The Presentation level products provide the information sought by a client company is a graphical or audio-visual format which is bespoke for the particular needs and applications of the client.

Real Time Support

The After-Sales Service can offer client Real-Time Support. This usually involves using a software utility called TeamViewer (an installation program can be found in the Toolkit on your DVD or Hard Disk Drive) which allows the After-Sales Service support staff to directly link to the client's computer and work with the users in real time.

Research & Survey Methodology Analysis

Some client may wish to understand the statistical and methodological basis of the specific research conducted and this can be provided as part of the After-Sales Service.

Statistical Appraisal of Datasets (via the After-Sales Service)

- Sampling
 - o External Validity
 - Sampling Terminology
 - Statistical Terms in Sampling
 - Probability Sampling
 - Nonprobability Sampling
- Measurement
 - Construct Validity
 - Measurement of Validity Types
 - Construct Validity
 - Convergent & Discriminant Validity
 - Threats to Construct Validity
 - Nomological Networks
 - Multi-trait / Multi-method Matrix
 - Pattern Matching Construct Validity
 - Reliability
 - True Score
 - Measurement Error
 - o Reliability
 - Type of Reliability Analysis
 - Validity
 - Levels of Measurement
 - Survey Research
 - Survey Type
 - Selecting the Survey Method
 - Construction of the Survey
 - Questions
 - Question Content
 - Response Format
 - Question Wording
 - Question Placement
 - o Interviews
 - Appraisal of Survey Method
 - Scaling
 - General Issues in Scaling
 - o Thurstone Scaling
 - Likert Scaling
 - Guttman Scaling
 - Qualitative Measures
 - Qualitative Discussion
 - o Qualitative Data
 - o Qualitative Approach
 - Qualitative Method
 - Qualitative Validity
 - Unobtrusive Measures

Design

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- Internal Validity
 - Establishing Cause & Effect
 - Single Group Threats
 - Regression to the Mean
 - Multiple Group Threats
 - Social Interaction Threats
 - Design Development
- Design Type
- Experimental Designs
 - Two-Group Experimental Design
 - Probabilistic Equivalence
 - Random Selection & Assignment
 - Classifying Experimental Designs
 - Factorial Design
 - Factorial Design Variations
 - Randomized Block Design
 - Covariance Design
 - Hybrid Experimental Design
- Quasi-Experimental Designs
 - Non-equivalent Groups Design
 - Regression-Discontinuity Design
 - Other Quasi-Experimental Design
- Relationships of Pre-Post Designs
- Formulation of the Designs
- Modification & Experimentation
- Analysis
 - Conclusion Validity
 - Threats to Validity
 - Validity Improvements
 - Statistical Control
 - Data Preparation
 - Descriptive Statistics
 Orrelation
 - Inferential Statistics
 - o T-Test
 - Indicator Variables
 - o General Linear Model
 - o Post-test-Only Analysis
 - Factorial Design Analysis
 - Randomized Block Analysis
 - Analysis of Covariance
 - Non-equivalent Group Analysis
 - Regression-Discontinuity Analysis
 - Regression Displacement Analysis

The data for this particular datasets is correlated with base data norms, over several time series, to calculate the statistical parameters for the specific datasets. Client can order this analysis at any time during the 12 months After-Sales Service period.

Paper

Costs

Report & Database Cost

Paper World Report: Cost: \$ 2850

Paper Regional Report: Cost: \$1850

Paper Country Report: Cost: \$ 1250

Paper Town + Country Report: Cost: \$ 2850

Delivery

Account Holders: 59 minutes. Retail Clients: Online delivery in 8 hours; plus a back-up DVD shipped in 1 working day if required.

Payment

If you wish to order this report, please send us an order quoting your account number, or request an Invoice.

Appendix 1 : Regional Report country coverage

| Canada & USA |
|--|
| Canada |
| United States |
| Central America Antigua and Barbuda* Aruba |
| Bahamas |
| Barbados |
| Belize Bermude* |
| Bermuda* |
| Cayman Islands* Costa Rica |
| Cuba |
| Dominica |
| Dominican Republic |
| <u>El Salvador</u> |
| Grenada* |
| Guadeloupe |
| Guatemala |
| Haiti |
| Honduras |
| Jamaica |
| Martinique |
| Mexico |
| Netherlands Antilles |
| Nicaragua |
| Panama |
| Puerto Rico |
| Saint Kitts and Nevis* |
| Saint Lucia* |
| Saint Vincent |
| Grenadines* |
| Trinidad and Tobago |
| US Virgin Islands* |
| |

South America

Argentina Bolivia Brazil Chile Colombia Ecuador French Guiana Guyana Paraguay Peru Suriname Uruguay Venezuela Europe Albania Andorra* Armenia Austria **Belarus** Belgium Bosnia + Herzegovina Bulgaria <u>Croatia</u> Cyprus Czech Republic Denmark Finland France Eire Estonia Georgia Germany Greece Greenland* Hungary Iceland Italy Latvia Liechtenstein* Lithuania Luxembourg Macedonia Malta* Moldova Montenegro **Netherlands** Norway Poland Portugal Romania Serbia* Slovakia Slovenia Spain Sweden Switzerland United Kingdom Ukraine

Eurasia

<u>Kazakhstan</u> <u>Kyrgyzstan</u> <u>Russia</u> <u>Uzbekistan</u> Middle East Afghanistan* Azerbaijan Bahrain Iran Iraq Israel Jordan **Kuwait** Lebanon Oman Pakistan Qatar Saudi Arabia Syria Tajikistan Turkey Turkmenistan **United Arab Emirates** Yemen*

Asia

Bangladesh Brunei* Burma* Cambodia China India Indonesia <u>Japan</u> Laos Malaysia Mongolia* Nepal* North Korea* Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam

Oceania

Australia Fiji Islands* French Polynesia* Kiribati* Micronesia* New Caledonia* New Zealand Papua New Guinea

Africa

Algeria Angola Benin* **Botswana** Burkina Faso* Burundi* Cameroon Cape Verde* Cen African Rep* Chad* Cote d'Ivoire Democratic Republic Congo* Djibouti* Egypt Equatorial Guinea* Eritrea Ethiopia Gabon Gambia Ghana Guinea Guinea-Bissau Kenya Lesotho Liberia Libya Madagascar Malawi Mali* Mauritania* Morocco Mozambique Namibia Niger* Nigeria Republic Congo* Rwanda* S Tome Principe* Senegal Seychelles* Sierra Leone Somalia* South Africa Sudan* Swaziland Tanzania Tunisia Uganda Zambia Zimbabwe

The countries marked * indicate a data caveat due to local survey conditions.

Appendix 2 : About the After-Sales Service

The DataGroup / Data Institute After-Sales Service are an independent unit which provides support to DataGroup / Data Institute users. The After-Sales Service is a stand-alone unit which is not connected to any particular Distributor, Reseller or Retailer.

The support is provided on a contractual basis to Account Holders; and on an Ad Hoc basis to retail and non-account users.

Database specificity

The After-Sales Service can only provide support for the specific database(s) licenced to the user. We cannot generally provide data from unrelated databases, unless there is a specific agreement for this.

Costs

The current cost is \$95 per hour; this includes all researchers / computer / database access costs. This costing is based on work which is scheduled at off-peak times.

Delivery

We normally seek to fulfil orders in 7-10 days. For more urgent After-Sales Service work the costs depend on the client's time frame and the availability of our researchers.

Telephone Support

Account Holders receive telephone support via their Account Manager. We are unable to offer telephone support to Ad Hoc or retail clients unless there is a specific agreement for this.

Online Support

Account Holders receive online support via their Account Manager. We are able to offer online support to Ad Hoc or retail clients by specific agreement for this. The client will need to install the TeamViewer software on their own computer to allow online assistance.

Quotations

Client will usually be provided with a formal proposal and quotation for After-Sales Service work. This will underline the work which is to be provided and the cost of that work.

How to order After-Sales Services

The After-Sales Service is most effective if users plan their orders sequentially, i.e. extract the basic data which will then lead to more complex data or correlations. This also helps to reduce costs as the use of automated data processing and standard data formats are always less expensive to produce than Ad Hoc work.

What this means is that it is frequently less expensive to obtain a World or Regional report or database rather than separate country data.

Modular research

Once the After-Sales Service understands the general data requirements they will send the Client a Modular Proposal as a Word document. The Client can then select the Parts required, and amend or modify the information objectives.

To insert information objectives Clients do so in Red

Once the After-Sales Service have a final specification, we will then produce a static PDF document which will form the basis of the contract.

The best method to organise the ordering of data is as follows:-

- **1** Additional Market Research Data
- 2 Distribution Channels & End Users
- 3 Survey Data
- 4 Corporate Data
- **5** Additional Requirements

Once a client has specified exactly what data is needed, and that specification is available, then the After-Sales Service will produce a written quotation of cost and delivery time.

1. Market Research

Markets & Products

Clients can order data for additional Product and Market Sectors. This will always include data, by year Historic: from 2007, and a Forecast by year to 2028 & 2045. Data can be provided for up to 200 countries.

Part 1.1

The client can specify Product & Market breakdowns as needed:

Part 1.2 The client can specify Product & Market breakdowns as needed:

Part 1.3 The client can specify Product & Market breakdowns as needed:

Part 1.4 The client can specify Product & Market breakdowns as needed:

2. Distribution Channels & End Users Data

Distribution Channels & End Users

Distribution Channels

This section can investigate the Product Distribution Channels in the selected Markets. The data is based on a series of existing DataGroup databases:-

The client can specify information as needed

End Users

This section can investigate the End Users of the Products in the selected markets. The data is based on a series of existing DataGroup databases:-

The client can specify information as needed

3. Survey Data

Supplementary Survey Data for the selected Products & Markets

Each survey (Suppliers, Distribution Channels, Decision Makers, and End Users) contains 5 sub-sets for Products, Supplier Operations, Buyer & End Users, Trading Area, & Competitors in the selected Markets.

| Products | The client can specify information as needed |
|---------------------------------|--|
| Operations | The client can specify information as needed |
| Buyer & Decision Maker Profiles | The client can specify information as needed |
| Trading Area | The client can specify information as needed |
| Competitors | The client can specify information as needed |

These surveys cover the Markets, Products, Competitors, Operations and Product Flows in terms of the Suppliers, Distributors, Decision Makers, and End Users.

Industry & Supplier Performance

One can investigate the product Industry in the selected Markets. Industry Performance Survey results. **The client can specify information as needed.**

Distribution Channels

One can investigate the product Distribution Channels in the selected Markets. Distribution Survey results. **The client can specify information as needed**.

Decision Makers

One can investigate the product Buyers and Purchasing Decision Makers in the selected Markets. Purchasing Decision Makers Survey results. **The client can specify information as needed**.

End Users

One can investigate the End Users in the selected Markets. End User & Buyer Survey results. **The** client can specify information as needed.

4. Corporate Data

Corporate data is available; however this data has to be verified by a telephone survey to ensure that the data is up-to-date. In addition some data will need to be updated, collated and analysed for each target company.

This part is provided as a PDF file or a 🖭 Word file, as specified by the client.

Data Objectives for each Target Company

The data objectives have to be set by the client and were possible these will be achieved by the research. For example:-

- 1. Financials: historical sales, forecasted sales, gross profit margin.
- 2. A list of products produced by the Target Company or sourced from other suppliers.
- 3. Type of distribution channel, e.g. direct sales to End Users, OEM sales, via specifiers, via importers or distributor, partnering with third party providers, et cetera.
- 4. Partners by type (e.g. specifiers, product distributor, customer service partner) per country
- 5. Pricing by product sector defined by the client.
- 6. Discount structures
- 7. Capacity by product/market defined
- 8. Availability of products (% of product in stock versus product to be ordered)
- 9. Sales by the type of Support for all categories specified by the client.
- 10. The average Modernization and Upgrades period by Product Sector defined by the client.
- 11. Customer Perceptions
- 12. The size (in terms of number) of management team per country, number of field sales persons per country, number of customer service staff per country.
- 13. Countries covered by the competitors, production sites (city), customer service sites (city), headcount, documentation.
- 14. Technology and innovation: innovative technology or application developments.
- 15. Et cetera...

List of Target Companies

The Client may either select the target themselves, or can specify the Top 10 or Top 15 in the World / Europe / individual Country / et cetera.

The client can specify which Target Companies are to be covered.

Base data objectives for the Target Company

Key Personnel:

- 1. Chairman
- 2. Chief Executive
- 3. Directors:
- 4. Executives:

Corporate Summary:

- 5. Company Description
- 6. Company History
- 7. Legal Entity & Ownership
- 8. Company Facilities
- 9. Company Key Assets
- 10. Mainline product / service
- 11. Product / services provided
- 12. Parent Company
- 13. Bankers
- 14. Year established
- 15. Current employees
- 16. Issued capital
- 17. Shareholders
- 18. Last published turnover
- 19. Subsidiaries
- 20. Associated companies
- 21. Companies represented
- 22. Agencies
- 23. Physical processing locations
- 24. Capital investment
- 25. Advertising expenditure
- 26. Advertising media
- 27. Advertising posture
- 28. Sales promotion activity
- 29. Method of selling
- 30. Distribution
- 31. Distribution network
- 32. Use of distribution channels

Corporate Observations:

- 33. Premises
- 34. Product Brands
- 35. Product Sales Channels
- 36. Products Carried & Services Offered
- 37. Consumer Features & Benefits
- 38. Current Market Analysis
- 39. Competition
- 40. Competitive Advantage
- 41. Target Markets
- 42. Target Customers
- 43. Current Strategy & Implementation
- 44. Current Management
- 45. Current Financial Plan
- 46. Investment Fund Sources & Use of Funds
- 47. Future Target Customers
- 48. Future Process Trends
- 49. Future Market Analysis
- 50. Projected Market Size
- 51. Planned Products & Services
- 52. Development Plans

Paper

Swot Analysis:

- 53. Strengths
- 54. Weaknesses
- 55. Opportunities
- 56. Threats

Future Strategy Planning & Implementation:

- 57. Philosophy
- 58. Product Development
- 59. Internet Strategy
- 60. Marketing Strategy
- 61. Sales Strategy
- 62. Strategic Alliances
- 63. Operations

Goals:

- 64. Renovating premises, stocking, staff hiring and marketing.
- 65. Market Penetration
- 66. Penetrate and raise awareness in the targeted markets.
- 67. Achieving a higher profit margin.
- 68. Building the customer base.
- 69. Generate repeat and referral sales.
- 70. Expansion potential.
- 71. Reputation as a quality Supplier.

Exit Strategies

Management:

- 72. Organisational Structure
- 73. Leadership
- 74. Staff Members

Financial Plans:

- 75. Finance Requirements
- 76. Use of Funds
- 77. Cash Flow
- 78. Balance Sheet Topics
- 79. Financial Assumptions

Specific Additional corporate data required on Target Companies

The client can specify any particular corporate data which is needed.

These above items are a qualitative analysis of the Target Company. This data is derived from the Surveys of Industry sources, Distribution Channels and Buyers of the products supplied by the target company. This data is not quantified, but is presented as the qualified and subjective opinions of those responding to the surveys.

Financial Data for the Target Company

The financial data is provided in sections:-

- 1. the most salient Management figures and margins, and
- 2. a full Balance Sheet and Management Accounts simulation.

Management Accounts

Management figures for the Target Company: Management figures for the Target Company:

- 1. Product Revenue
- 2. Product Profitability as a % of Sales
- 3. Total Process Space
- 4. Average Site Process Space
- 5. Average Site Revenues
- 6. Average Site Establishment Cost
- 7. Fixed Assets: Premises
- 8. Fixed Assets: Equipment
- 9. Fixed Assets: Miscellaneous Items
- 10. Fixed Assets
- 11. Capital Expenditure on Premises
- 12. Capital Expenditure on Plant
- 13. Capital Expenditure on Equipment
- 14. Cap. Expend. on Data Processing
- 15. Capital Expenditure on Misc. Items
- 16. Total Capital Expenditure
- 17. Retirements: Premises
- 18. Retirements: Plant & Equipment
- 19. Retirements: Miscellaneous Items
- 20. Total Retirements

- 21. Total Fixed Assets
- 22. Finished Product Stocks
- 23. Work in Progress as Stocks
- 24. Materials as Stocks
- 25. Total Stocks / Inventory
- 26. Debtors
- 27. Miscellaneous Current Assets
- 28. Total Current Assets
- 29. Total Assets
- 30. Creditors
- 31. Short Term Loans
- 32. Miscellaneous Current Liabilities
- 33. Total Current Liabilities
- 34. Net Assets / Capital Employed
- 35. Long Term Loans
- 36. Miscellaneous Long Term Liabilities
- 37. Shareholders' Funds
- 38. Process Workers
- 39. Total Employees

Specific Additional Financial data required on Target Companies The client can specify any particular Financial data which is needed.

Balance Sheet and Management Ratios

Balance Sheet and Management Accounts for the Target Company: 🖾 as an Excel file:

| Return on Capital Return on Assets Return on Shareholders' Funds Pre-tax Profit Margins Operating Profit Margin Trading Profit Margin Return on Investment Assets Utilisation (Sales to Total Assets) Sales as a ratio of Fixed Assets Stock Turnover (Sales as a ratio of Stocks) Credit Period Creditors' Ratio (given as Creditors divided by Sales times 365 days) Default Debtors / Ratio of Total Debtors Un-Recoverable Debts Ratio of Total Debts Working Capital / Sales Materials & Energy Costs as a % of Sales Added Value Investment as a Ratio of Added Value Value of Plant & Equipment % of Sales Capital Expenditure Investment % Sales Current Ratio (Current Assets/Liabilities) Quick Ratio Borrowing Ratio Total Debt ratio of Net Worth) Equity Ratio (Shareholders Funds ratio Total Liabilities) Income Gearing Total Debt as a ratio of Working Capital Debt Gearing Ratio (Long Term Loans ratio of Net Worth) | Average Remuneration (all employees) Profit per Employee Sales per Employee Remunerations / Sales Fixed Assets per Employee Capital Employed per Employee Capital Employed per Employee Value of Average Investment per Employee Value Added per Employee Materials Costs as a % of Sales Wage Costs as a % of Sales Payroll and Wages as a Ratio to Materials Variable Costs as a % of Sales Fixed Costs as a % of Sales Physical Costs as a % of Sales Physical Costs as a % of Sales Fixed as a Ratio of Variable Distribution Costs Fixed as a Ratio of Variable Distribution Costs Fixed as a Ratio of Variable Physical Costs Fixed as a Ratio of Variable Physical Costs Fixed Ratio of Variable Total Distribution Costs Product Returns Costs % of Sales Product Installation Costs as a % of Sales Product Systems Costs as a % of Sales Product Service & Associated Costs % of Sales Customer & Associated Costs % Sales Stock Work in Progress & Materials as a Ratio of Finished Products Stock Materials as a Ratio of Work in Progress |
|--|---|
| 61. Un-recoverable Debts Ratio of Total Debt 62. Un-recoverable Debts Ratio Within Terms 63. Total Sales Costs as a % of Sales 64. Total Distribution Costs as a % of Sales 65. Total Advertising Costs as a % of Sales 66. Total After-Sales Costs as a % of Sales 67. Total Customer Compensation Costs 68. Total Variable Marketing Costs % of Sales 69. Total Fixed Marketing Costs % of Sales 70. Total Fixed Marketing Costs : Ratio of Total Variable Marketing Costs : Ratio of Total Variable Marketing Costs : Narketing 72. Variable Sales Personnel Costs : Marketing 73. Variable Advertising Costs : Marketing 74. Variable After-Sales Costs as a Ratio of Marketing Costs 75. Sales Personnel Variable Costs : Debtors 77. Sales Personnel Variable Costs 78. Exports as a % of Sales 79. \$ Hourly Pay Rate 80. \$ Hourly Wage Rate 81. Capital Employed 82. Return on Capital 83. Return on Shareholders' Funds | 91. Stock Turnover (Sales as a ratio of Stocks) 92. Credit Period 93. Creditors' Ratio 94. Default Debtors Ratio of Total Debtors 95. Un-Recoverable Debts Ratio of Total Debts 96. Working Capital / Sales 97. Materials & Energy Costs as a % of Sales 98. Added Value 99. Investment as a Ratio of Added Value 100. Value of Plant & Equipment as a % of Sales 101. Vertical Integration Ratio 102. Research & Development Investment as a % of Sales 103. Capital Expenditure Investment % Sales 104. Marketing Costs as a % of Sales 105. Current Ratio 106. Quick Ratio 107. Borrowing Ratio 108. Equity Ratio 109. Income Gearing 110. Total Debt as a ratio of Working Capital 111. Debt Gearing Ratio 112. Average Remuneration (all employees) 113. Profit per Employee 114. Sales per Employee 115. Remunerations / Sales |

- 85. Pre-tax Profit Margins
- 86. Operating Profit Margin
- 87. Trading Profit Margin
- 88. Return on Investment
- 89. Assets Utilisation (Sales : Total Assets)
- 90. Sales as a ratio of Fixed Assets
- 116. Fixed Assets per Employee
- 117. Capital Employed per Employee
- 118. Total Assets per Employee
- 119. Value of Average Investment / Employee
- 120. Value Added per Employee

NB: These above tables use standard Accounting terms, as used by accountants and financial managers. The Balance Sheet formats are used by accountants when they produce management accounts for companies and when they audit company financial results. The Balance Sheets are not the same as the Cashflow projections. Balance sheets are done on an Annual basis and Cashflow projections are done on a Monthly basis. These documents are usually produced as interactive/dynamic Excel sheets, thus if one set of data is changed (for example Payroll Costs) then this automatically changes the other data in the Balance Sheet or Cashflow projection.

Background to the Derived Financial calculations

There is a radical difference between the published financial data of companies and the Derived Financial calculations shown in these reports.

Whereas a company's published financial data may rely on the auditor's opinion that it is a fair representation of that company's financial situation, it may not reflect the actual financial circumstances of that company.

This is especially critical when evaluating Net Assets or Shareholders Funds. Essentially the Shareholders Funds are what assets would be realisable if the company was liquidated. These are the Liquidated Net Assets of the enterprise.

The software used to produce these calculations search for the realisable assets of the company. Those realisable assets tend to be found as Stock and Inventory (at the current product level valuation), and other Tangible Assets like the actual or current market value of owned Property.

Intangible Assets like intellectual property rights, or goodwill, are only valuable where market conditions are buoyant and optimistic, and allow for the on-going exploitation of such assets.

Certain items, like leased property holdings, are assets during buoyant market conditions in market specific locations; however in depressed market conditions or depressed market locations, these items are a liability because the company are tied to unprofitable locations and are constrained by the terms of the property leases, and other costs.

In many jurisdictions there will be liabilities due to national and local taxes and duties, outstanding social security contributions, and redundancy liabilities. Where a company is trading in difficult market conditions these items should be considered as liabilities chargeable against Shareholder Funds.

The Derived Financial calculations pay particular attention to the off balance sheet activities of the company, and the legal context to those activities. In addition assets which have been mortgaged or pledged or against which there is a charge cannot be regarded as assets; and a calculation must be made in relation to the actual market value of the assets set off against the amount of the charge. In many instances this produces a negative figure, and this is listed as a net liability and deducted from the Net Assets figure.

5. Additional Data

The client can specify information as needed.

This section can be used to specify non-Market or non-Corporate data and research, for example:-

- Product Data
- Distribution Data
- Processes
- Technologies
- Macro-Economic Issues
- Political Issues
- National Legislation and Regulations
- Product Certification and Conformity Issues
- Demographic Data
- Physical & Geographical data (for example, Highways, Elevations, et al)
- Business Resources
- Et cetera...

Database Products supported by the After-Sales Service

The After-Sales Service support most DataGroup / Data Institute products and databases, including those shown below.

Database Compatibility

The increased use of Database Management Systems, Business Planning and Control Systems, Enterprise Resource Planning, Management Information Systems, and other tools amongst management professionals has produced a critical need for the harmonisation of data across various software applications and systems platforms. The After-Sales Service ensures that its output, where required, will be fully compatible with DataGroup / Data Institute products and databases.

For this reason all the databases and reports provided use harmonised database and data sets; thereby users can obtain any database from any of the publishers, for any of their brands, with the assurance that these databases are fully compatible and can be used in conjunction with one another and the various platforms, operating systems and software.



The DataGroup Stiftung has, since 2007, undertaken the harmonisation and convergence of the database specifications and definitions of the various database providers. This is to allow users a uniform and standardised reference to use with their planning and forecasting; and to allow cross-database functionality.

The data sets, modules and standards shown are now fully harmonised and standardised to allow data and software interflow and cross-platform usage of the databases. Users may obtain older data dictionaries and standards, and/or data sets and data dictionaries for their own national standards. The standard product and market definitions have been harmonised and are provided (in the standard database products supplied), often as the NAICS classifications. Users wishing to remain with the previous SIC classifications may obtain these databases under that classification system. Users requiring other (U.N., European, Japanese, et cetera) classification definitions and norms may obtain those as necessary. Accounting standards are also harmonised according to the U.S. regulatory norms; however other norms are available. Data dictionary and data definition bridges and converters are available to allow users to update or standardise their databases. The DataGroup Stiftung has undertaken to maintain support for the older data dictionary standards and definitions until 2018; however users are urged to update at their earliest convenience.

Database Flowchart + Configuration

The flowchart provides the minimum configuration for the databases provided by the DataGroup / Data Institute publishers and brands. All the data, time and record sets of these databases are fully compatible.

http://www.datagroup.org/BASE FOLDERS/CHAPTER HTM/Ch dg dataflow.htm

The output provided by the After-Sales Service will respect the standard data configuration to ensure compatibility.

About DataGroup

DataGroup was formed in 1974 by a group of management consultants and information technology specialists whom had previous worked with, amongst other organisations, the U.S. Department of Commerce, Bank of America, Chase Econometrics, The Marketing Strategies Institute, the OECD in Paris, and MITI in Tokyo. DataGroup was established in order to develop a systemised, computerised, and uniform methodology to facilitate real world forecasting models for macro-economic, micro-economic, market, product, and industry purposes.

For full details of DataGroup's history please see: About DataGroup

DataGroup Clients

DataGroup do not publish a list of current client list due to client confidentiality; however a partial list of client in the period 1975 to 2000 is shown here: <u>DataGroup Client 1975-2000</u>



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