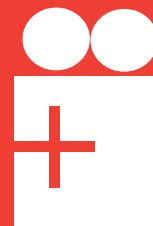


FIRE DETECTION SYSTEMS THE CHINESE MARKET 2005 - 2010



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PROPLAN DIVISION

In 2003 we published our 2nd Edition of the multi-client study "Fire Detection Systems- The China Fire Market 2003 - 2008". We have just updated this to a 2005 edition. Here are some facts about this latest report.

The P.R. China market was worth some \$290 million in 2004 and has grown at a compound rate of 12% over the last ten years. Volume growth is significantly higher than this as price pressures have eroded margins in some sectors of the business. Growth at this level is forecast up to 2010 as the penetration of fire detection is some 30 times larger in the fully developed markets of the world and this "catching up" process has still a very long way to go.

Nevertheless this is a fiercely competitive market and despite the abundance of potential waiting to be exploited through further penetration and possibly more importantly, the development of the replacement and maintenance business, there are just too many players. Not all can achieve the minimum economic size that is needed to profit and build a world class business. Consolidation of the local suppliers is therefore inevitable as the majors go for market share, build up their heritage estate, lock in their clients and thus benefit from the profitable maintenance business that will follow in time. The 2005 Update includes the following;

- The market size and forecast to 2010.
- The market size by contract value (4 segments).
- The market size by type of project, new construction and retrofit / refurbishment.
- The purchasing routes to market and the volume of business that they handle.
- Market share bands for all established suppliers.
- Profiles of established suppliers provided in a standard format allowing comparisons to be made.
- An analysis of the major demand forces & buying motives.
- IBC(f) penetration by GDP and a comparison with established markets.
- A comparison between IBC(f) and other building services including IBC(s) and IBC(e).

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This price also includes a CD-ROM with licence to print unrestricted quantities for exclusive use within the purchaser's own organisation.

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