

WHO WE ARE

FACTS



1980. Founded in Milan



Over 100 collaborators and correspondents in 20 countries



100+ countries covered by our research activity



2000+ clients, public and private



3000+ studies delivered so far



150+ international seminars organised

RESEARCH ACTIVITY

CSIL specializes in applied economic research with specific expertise in SME competitiveness and market analysis, industrial and innovation policies, and regional development. CSIL provides in-depth analysis of the competitiveness, innovation, and industrial dynamics of different technologies and industrial sectors. Our research activity is supported by rich databases of historical data on companies, regions, and countries.

- Clients: public institutions and trade associations in their process of selection and analysis of market opportunities on a global scale and in the formulation of development marketing strategies.
- Sectors: wood, furniture, textile and leather, space agency, construction, fashion and design, lighting, major appliances.
- Research topics: structural transformation, trade and global value chains, SMEs, entrepreneurship, clusters and ecosystems, science, innovation and new technologies, artificial intelligence and internet of things, sustainability and circular economy, smart regulation.

NETWORK

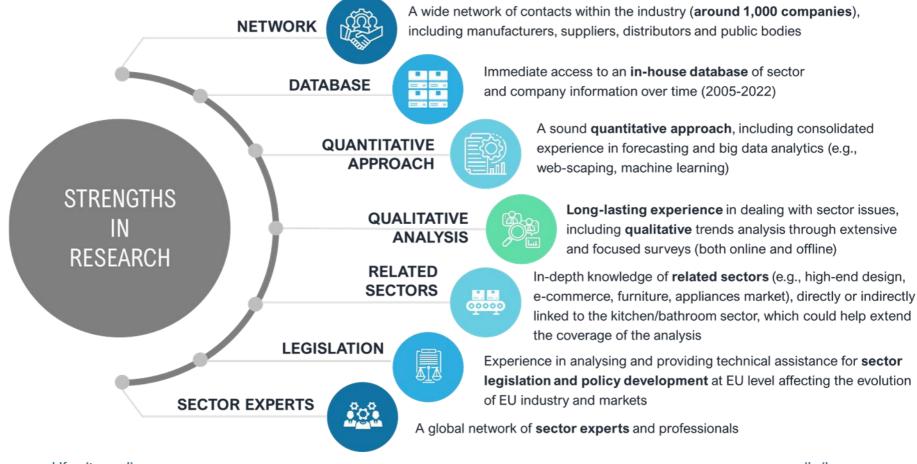








CSIL KBA OBSERVATORY: CUSTOMIZED AND MULTICLIENT



CSIL KBA OBSERVATORY

QUANTITATIVE ANALYSIS

Market sizing and demand forecasting

COMPETITIVE ANALYSIS

Mapping and studying sector players, their market shares technology capacity (IP analysis) and performances

QUALITATIVE ANALYSIS
Investment drivers, product trends, consumer preferences

SUPPORT

In the formulation of marketing strategies as well as M&A initiatives.

ACTION PLANS

Assistance in the implementation of action plans: lead generation and creation of B2B Contacts.

OUTPUT

Custom made research prepared for individual clients or Multiclient reports available off-the-shelf for CSIL customers



CUSTOMIZED REPORTS

40% OF CSIL'S MARKET RESEARCH IS CARRIED OUT "ON DEMAND"



Custom research meets the specific needs of the Clients, and the outcomes are for their exclusive use. It is based on a multidisciplinary approach, using both desk and field analyses. CSIL has partners and correspondents in around 20 countries including Brazil, China, India, Russia, USA, and all over Europe. The cost for customized projects ranges from 6,000 Eur to 30,000 Eur. Detailed prices are provided upon request.

Please feel free to ask for a quotation.

A formal offer is provided by CSIL within one week from request, to be sent at csil@csilmilano.com









SECTOR SUPPLY CHAIN

DISTRIBUTION

The next page shows a **not exhaustive list of examples** of CSIL's Reports. Reports can be **prepared on a customized basis**, in a relatively short time (one month) at an affordable cost. Budget, methodology, contents, are discussed among CSIL and the Customer(s).

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EXAMPLE OF TOPICS WE CAN ADDRESS FOR YOU IN THE KBA INDUSTRY

SECTOR ANALYSIS

- Kitchen furniture market worldwide: Luxury End
- · The bathroom furniture market in China
- The European market for bathroom furniture
- The European market for stone-based surfaces
- · European market for hoods, ovens and hobs



COUNTRY ANALYSIS:

- · The kitchen furniture market in India
- The kitchen furniture market in China
 - · The kitchen furniture market in Turkey
 - The kitchen furniture market in Latin America
 - The kitchen furniture market in Middle East and North Africa
 - · The kitchen furniture market in Poland

OTHER TOPICS ON DEMAND

Market studies: estimates and forecasts, mapping, and profiling of the main players for specific sector of interest at World / Regional / Country level

Trade studies: quantitative data, trends, analysis of countries of origins and destinations

for specific sector of interest at World / Regional / Country level

Legislation studies

recent trends and forecasts of the policy and legislative evolution for specific sector of interest at World / Regional / Country level

REQUEST A QUOTE



DISTRIBUTION ANALYSIS:

- Built-in appliances market in Europe
- Built-in appliances market in Italy
 - Built-in appliances market in Germany
 - Built-in appliances market in France
 - Built-in appliances market in the UK
 - · Built-in appliances market in Poland



SUPPLY CHAIN ANALYSIS

- IP patents in the kitchen furniture sector 2010-2021
- IP patents in the built-in appliances sector 2010-2021

CUSTOM REPORTS CARRIED OUT IN RECENT YEARS IN OTHER INDUSTRIES

- Lighting Global Share Analysis
- Competitive positioning of three brands in the design-oriented market
- Long-term trends (30 years)
- Top players in Asian markets
- Biannual **surveys** for consumer luminaires
- Office lighting (portable) in Europe and United States
- Stock of LED luminaires
- Italian market for professional fire alarms
- Partner research for an OLED supplier in the high-end furniture market
- · Prospects for embedded lighting
- The tunnel lighting market
- Midterm trends for LED components
- · Potential market for luxury kitchens

- Potential market in selected municipalities for a furniture retailer
- Retail software for kitchen furniture planning
- Partner research in Saudi Arabia
- Partner research: Electrical Contractors
- Robotics in the kitchen high-end market
- Partner research in the Italian design-oriented market
- Potential market for napkins in Europe, China, and North America
- Candle markets in Europe, USA, and China
- Design workshop training in APAC
- Premium furniture surfaces
- High end premium pricing in China
- Italian handcrafts and panel edges distribution
- Summer school on cost-benefit analysis of investment projects

- Serviceability Lighting
- World Retail Lighting
- Steam **ovens** market
- Safety syringes market
- · Coffee machines
- Luxury Lighting Market
- Cold Beverage Dispensers
- Cannabis legislation, cultivation
- Trade satisfaction in the European built-in appliances market
- From scientific experiments to innovation: Impact pathways of a Synchrotron Light Facility
- Analysis of the leather upholstery sourcing
- Evaluation of EU Cohesion Policy
- · Sustainability in soft furnishing



MULTICLIENT KBA REPORTS available and scheduled for 2023

| Title | Code | Pages | Edition | Year | Price EUR | Language |
|--|-------|-------|---------|------|-----------|----------|
| The European market for kitchen furniture | EU4 | 250 | XXXIII | 2023 | 4200 | English |
| The European market for bathroom furniture, furnishings and wellness | S12 | 240 | XI | 2022 | 2000 | English |
| Il mercato Italiano dei mobili per la cucina | IT5 | 80 | XXXXI | 2023 | 1700 | Italian |
| La distribuzione dei mobili per la cucina in Italia | IT3 | 70 | Χ | 2023 | 4000 | Italian |
| Built-in appliance distribution and brand image in Italy | IT15 | 130 | XX | 2014 | 4000 | Italian |
| The kitchen furniture market in the United States | S34 | 120 | VII | 2023 | 1800 | English |
| The kitchen furniture market in India | S76 | 80 | II | 2021 | 1600 | English |
| The kitchen furniture market in Russia | S25RU | 70 | Χ | 2020 | 1600 | English |
| The kitchen furniture market in Brazil | S63 | 40 | I | 2018 | 1000 | English |
| The kitchen furniture market in China | S30 | 150 | IX | 2022 | 1600 | English |
| The kitchen furniture market in Japan | S41 | 80 | III | 2017 | 1000 | English |
| Kitchen furniture: World Market Outlook | W14 | 180 | XVIII | 2023 | 2000 | English |
| Smart cities and flagship stores: kitchen furniture | S87 | 200 | I | 2021 | 1600 | English |
| Profiles of 50 major appliance manufacturers worldwide | AP17 | 250 | VIII | 2021 | 1600 | English |
| World market for Professional Appliances | AP27 | 180 | | 2022 | 6000 | English |

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MORE MULTICLIENT REPORTS

The European market for lighting fixtures (EU06) 380 pages. Year 2022. Price EUR 4000

The lighting fixtures market in Asia Pacific (S72) 200 pages. Year 2022. Price EUR 1600

The European market for office furniture (EU02) 260 pages. Year 2022. Price EUR 3500

The European market for outdoor furniture (EU13) 110 pages. Year 2022. Price EUR 2900

The European market for professional appliances (AP27a) 180 pages. Year 2022. Price EUR 6000

The world market for safety syringes (W32) 80 pages. Year 2021. Price EUR 4000

World furniture outlook 2022/2023 (W0) 160 pages. Year 2022. Price EUR 2200

The world upholstered furniture industry (W13) 500 pages. Year 2022. Price EUR 2900

Top 100 RTA furniture manufacturers in Europe (EU10a) 15 pages. Year 2022. Price EUR 490

The European market for Eco building Products (EU23) 150 pages. Year 2012. Price EUR 2000

The world mattresses industry (W17) 600 pages. Year 2021. Price EUR 2600

The world high-end furniture market (W21) 190 pages. Year 2022. Price EUR 2900

World Hospitality Market (W20) 260 pages. Year 2013. Price EUR 2000

The European market for healthcare lighting (EU31) 110 pages. Year 2021. Price EUR 1600

Smart cities and flagship stores: lighting fixtures (S86) 200 pages + Excel directory. Year 2021. Price EUR 1600

E-commerce in the mattress industry (M14) 100 pages. Year: 2022. Price EUR 1600

CONTACT US



CSIL

Corso Monforte 15 20122 Milano, Italy Tel + 39 02 796630 Email: csil@csilmilano.com VAT: IT 04825320155

YOUR CONTACT PERSON AT CSIL Laura De Carli Partner Data Management and Market Research Email: decarli@csilmilano.com

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