



**Industrial Info
Resources**

TOP-LINE Forecast & Factoring

Global Industrial Plant Spending



Supporting Your Needs for Global Market Analysis, Forecasting and Business Modeling

Industrial Info Resources (IIR) provides capital & maintenance spending analytics for 12 industrial markets around the world. IIR utilizes our proprietary forecast methodology, which correlates key economic indicators to actual project spending activities to create a 5-year, bottom-up forecast. What separates us from other sources is our forecast model, which includes an extensive database of confirmed historical and future projects.

5-Year Top-Line Market Forecast Spending - North America

The 5-Year North America Top-Line Forecast provides estimated total spending for capital and maintenance budget types by industry segments and by year. Statistics can be provided by country, market region, state, county, zip code or metropolitan statistical area (MSA).

5-Year Top-Line Market Forecast Spending - International Markets

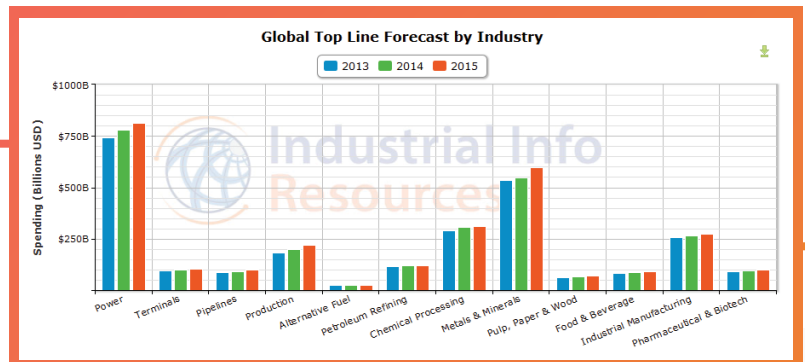
The 5-Year Global Top-Line Forecast is an online interactive tool where clients are able to view industrial capital and maintenance spending around the world at their convenience. IIR has been successful at capturing real-time data by strategically locating offices in every major global market where our analysts are able to track projects as they occur. The data is updated quarterly to ensure the most up-to-date analysis for major markets and sub-sectors. In addition to spending statistics covering years 2008-2020, the tool includes in-depth market assessments written by industry experts who have over 25 years' experience at IIR. We offer views by Country, Region, State, and Zip where applicable. Clients also have the option to customize the tool to match their company's unique sales region or territories.

Business Factors for Equipment and Services

In addition to IIR's Top-Line Forecast, companies rely on us to develop equipment and services factors that can be calculated off the total investment value to determine the market potential related to products or services for the industrial market. IIR's factoring methodology involves validating equipment or service offerings to actual project expenditures.

Labor Supply Demand Analysis with Hourly Wage Estimating

Similar to our business factoring services, IIR also establishes factors for craft labor as it relates to industrial plant construction. Labor factors are used against our Top-Line Forecast to determine past and future labor hour demand by craft, and can be used in relationship with IIR's project platform for specific analysis. IIR also conducts market surveys to determine the population size of various crafts, as well as verifying wage rates for metropolitan regions.



Delivery Methods

Forecasting is available five years out with historical (actual) performance statistics dating back to 1997. Data delivery is available in xls, dbf and CSV format and can be customized to meet your analytical and modeling needs. In addition to the various spreadsheet formats, IIR also creates custom reports based on your geographical business divisions. We also provide a web-based interface that connects designated people within your organization to a tool for querying forecast data.

Learn how we can improve your organization's business forecasting and analytical needs. Contact Member Services at **1-800-762-3361** or visit us online at www.industrialinfo.com

